

NEWS-SUMMARY

Merger warning by SDP chief

Mr Robert MacLennan, the SDP Leader, said yesterday that it would be foolish to predict that the merger talks with the Liberals would succeed. If there was no satisfactory agreement on a policy prospectus as well as on the constitution then he would not be able to recommend to the SDP that it should join the new party.

The policy document that he and Mr David Steel had agreed should be presented had to be a forward-looking document. "The new party cannot be launched on an unimpressive world without a clear policy stance". Senior Liberals said if merger talks failed the Liberal Party would be damaged but would survive while the SDP's future would be in doubt.

For sale changes

Estate agents' boards outside houses and flats are to be restricted in size from next year.

The new regulations were explained in a written answer to the Commons by Mr William Waldegrave, Minister for Housing and Planning. Amendments to the Control of Advertisements Regulations will reduce the maximum size from two square metres to half a square metre (about 3ft by 2ft 6in). Only one board may be displayed and must be taken down when legal commitment is made to a sale or letting.

Jury sent to hotel

A Central Criminal Court jury was sent to a hotel last night after failing to return verdicts on two men accused of involvement in the killing of an Asian businessman during political feuding between Sikh groups in Britain.

Patrick Timlin, of Lillingdon, Warwickshire, is accused of murder and attempted murder. Gurmail Singh Basra, of Tottenham, north London, is accused of organizing that attack and others. Mr Timlin's brother Trevor is accused of conspiracy to murder.

Wheelchair mugger

A man with one leg and a deformed arm used his wheelchair to "mow down" and rob a man.

Robert Donaldson, aged 45, of Peckham, south-east London, was jailed for nine months yesterday for robbing Mr Matthew Cameron, aged 55, Snaresbrook Crown Court, north London, was told Donaldson pushed into Mr Cameron outside his home in Camden Town, and then hit him with a stick. He fell to the ground, and Donaldson stole £9 and a bottle of vodka before fleeing. Mr Cameron said: "He could move pretty fast in his wheelchair".

Mr James Pavry, for Donaldson, said he turned to drink after he lost his leg in a train accident and had stolen to feed his addiction.

Help for bereaved

A full-time social worker has been appointed in Hungerford to help people to come to terms with their grief in the wake of Michael Ryan's killings.

A family support unit was set up immediately after the 15 killings in the town and staffed by volunteer social workers.

Members of Berkshire County Council's social services committee felt that with the approach of Christmas families would need more help to cope with bereavement and injury.

Blockade called off

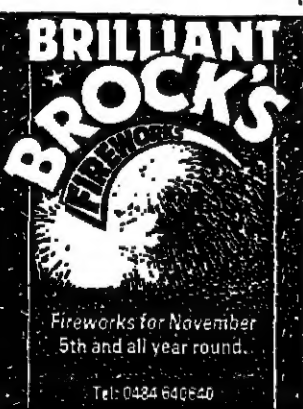
French fishermen called off their blockade of cross-channel ferry ports after assurances yesterday from the French Government that Britain was willing to reconsider grievances over the extension of British territorial waters.

Fishing fleets from Boulogne and Calais blocked harbour entrances at Dover and Folkestone on Monday and Tuesday, bringing ferry traffic to a standstill and forcing passengers and freight to transfer to Ostend and Zeebrugge. On Tuesday the fishing fleets at Dieppe and Dunkirk blockaded their ports.

Battered Kew is open again

The Royal Botanic Gardens at Kew opened yesterday for the first time since the storm nearly a fortnight ago. About 1,000 of the garden's finest trees, one of the world's finest collections, were damaged or destroyed during four hours of 100 mph winds.

Most damage was 30 ft above ground, which is why the glasshouses escaped. A replanting appeal fund is receiving offers from around the world.



Fireworks for November 5th and all year round. Tel: 0434 840240

Kasparov takes time out

By Raymond Keene Chess Correspondent

Gary Kasparov, the world chess champion, reeling from defeats in games two and five of his title defence here, has taken a time out for the seventh game. The game, originally scheduled for today, will take place tomorrow.

Before the match started Kasparov was considered the heavy favourite with only Boris Spassky, the former world champion, dissenting. Spassky claimed that Kasparov had the psychological edge since the task of the challenger is much easier.

Kasparov now leads by three-and-a-half points to two-and-a-half. Victory goes to the first player to score either six outright wins or 12-and-a-half ties. In the event of a 12-12 tie the champion retains the title.

Lord Chancellor to speed Criminal Justice Bill

By Sheila Goss Political Staff

Lord Mackay of Clashfern, the new Lord Chancellor, has been briefed to rescue the Government's Criminal Justice Bill after its mauling in the House of Lords.

He is expected to take an active part from today in helping Lord Cairness, the junior Home Office Minister, to promote the legislative reforms.

The Bill's troubles are understood to have led Lord Whitlaw, the deputy Prime Minister, to appeal to Mrs

Margaret Thatcher to urge Lord Havers to resign immediately as Lord Chancellor to make way for a fitter man. A senior peer said Lord Whitlaw, leader of the Lords, was alarmed last week at the slow progress of the legislation.

Although Lord Havers was on the Woolsack for the first two days of the detailed scrutiny last week, he did not take part. He did not attend the third day, Monday, when his resignation was announced by Mrs Thatcher.

In contrast, Lord Hailsham of St Marylebone, the Lord

Chancellor until last June, attended all three days of the debate and has been vocal on the Government's behalf from his new backbench position flanked by a elite band of former Cabinet ministers. However, even he staged a low-key rebellion in opposing Mr Hurd's proposal to give the Court of Appeal the right to increase lenient sentences.

Government business managers have now had to extend the committee stage of the 143-page Bill from five to seven days because more than one hundred amendments are still to be debated. The most

contentious are the Government's plan to abolish the right of presumptive challenge of jurors, tighter controls on knives and reform of sentences for young offenders.

With concerted attempts by some of the legal peers to overturn the Government's plans, Lord Cairness has also been forced to remove swathes of clauses for further examination rather than face humiliating defeats. Within four hours of the Lords returning from the summer recess, he had to promise to rethink the planned reform of extradition laws.

Ministers have been dismayed at the controversy stirred up by the Bill considering much of it was debated during the passage of the former Criminal Justice Bill. However, during the summer Mr Douglas Hurd, the Home Secretary, considerably widened the scope of its reforms.

Many peers feel Lord Cairness, as a junior, non-judicial minister, could not be expected to persuade the House to accept far-reaching changes deeply affecting the judiciary when faced with determined opposition from some of the

country's top legal brains.

One senior Labour peer commented: "There is no personal criticism of Malcolm Cairness, who is respected. But to take the full brunt on major legal issues, national and international, such as extradition, was really too much and that precipitated Lord Havers' resignation."

Lord Mackay is not considered a "highly political animal", unlike Lord Hailsham. But he is felt to be in a far stronger position when arguing the complex points of law with his judicial peers.

Profile, page 12

Labour sets to work on platform for the 1990s

By Philip Webster, Chief Political Correspondent

The Labour Party yesterday embarked on the overhaul of the platform on which it has fought and lost three general elections by setting up seven policy review groups charged with drawing up a statement of the party's values and objectives.

Mr Gerald Kaufman, the shadow Foreign Secretary, has been given the key task of jointly heading the group whose remit is headed "Britain in the world" and will include a reappraisal of the controversial non-nuclear defence policy that cost Labour dear at the election.

The groups will be jointly convened by senior members of the shadow Cabinet and the national executive council (NEC). Their task is to assess the relevance of existing policy against the needs and concerns of the voters.

Mr Bryan Gould, the shadow Trade and Industry Secretary, and Mr John Evans, from the NEC, will convene the group discussing the productive and competitive economy.

Mr Michael Mascher, the shadow Employment Secretary, and Mr Eddie Heigh, of the NEC, will cover the people-at-work group. Mr John Smith, the shadow Chancellor, and Mrs Diana Jenda, will study economic equality.

Mr Jack Straw, the shadow Education Secretary, and Mr David Blunkett, consumers and the community. Mr Roy Hattersley, the shadow Home Secretary, and Miss Jo Rich-

ardson, democracy for the individual and the community. Mr Kaufman and Mr Tony Clarke, Britain in the world. And Dr John Cunningham, the shadow Environment Secretary, and Mr Syd Tierney, the physical and social environment.

The membership of each group is expected to be no higher than seven.

As part of the review the party is organizing "Labour lists" forums across the country from December.

The overhaul was set in hand at a meeting of Labour's national executive. Afterwards Mr Neil Kinnock said it was a forward-looking process, by realists to ensure that the party had a programme in 1990-91 attuned to the realities of that time and the years following.

Diary, page 16



Four soldiers from the King's Own Scottish Borderers who are accused of assaulting a colleague being marched yesterday to the British Military Court at Verden, West Germany.

Soldier 'lied to gain compensation'

A young soldier allegedly subjected to humiliating initiation rites was accused yesterday of exaggerating and lying to qualify for compensation from the Army.

Private James Guthrie, aged 20, a new recruit to the King's Own Scottish Borderers, agreed that he told a senior officer that if he was not compensated he would "get the people involved prosecuted for grievous bodily harm."

However, at a court martial in Verden, West Germany, he

denied making false allegations against four fellow soldiers in the regiment to make his financial claim as convincing as possible.

Private Philip Smith, from Eymouth, Berwickshire, David Gardner, from Lanark, William Reilly, from Greenock, all aged 19, and Barry Ferguson, aged 20, from Dumfries, each deny two charges of indecent assault and one charge of grievous bodily harm.

Private Guthrie, who joined

the First Battalion at the start of this year, told the hearing on Tuesday that he was forced from his bed at Colchester barracks and put through a series of initiation rites, during which he was sexually abused.

Yesterday, Mr Timothy Poutas, representing Private Ferguson, accused Private Guthrie of embellishing the truth when he realized that he could receive cash compensation as a result. "You wanted to put in a convincing claim."

The case continues.

Liability study to aid professions

By Frances Gibb, Legal Affairs Correspondent

The Government is to set up a series of inquiries into the problems of selected professions in obtaining indemnity insurance in the face of increasingly large negligence claims.

The decision, which reverses the Government's earlier position in refusing to set up such an inquiry, comes after several months of lobbying by the professions as insurance premiums have continued to rise.

Yesterday, in answer to a parliamentary question, Mr Francis Maude, Minister of State for Corporate and Consumer Affairs, said the Government was commissioning a "series of fact-finding studies" into the professional liability problems of selected professions.

The inquiries will cover three groups: first, auditors; second, architects, consulting engineers, construction surveyors and mining surveyors; and third, other surveyors (such as land and mining).

Lawyers, who have been in the forefront of the lobby for an inquiry, are not included. Yesterday Mr Alan Hardcastle, chairman of the UK heads of professions group, said: "I welcome this as a step

forward in finding some solution. But I am a little disappointed that after this length of time the Government still feels it has to establish there is a problem. We thought we had demonstrated that."

Commenting on the exclusion of lawyers, a spokesman from the Department of Trade and Industry said that the groups had been chosen as "where the potential problems could be most damaging to clients" and as representative of the professions as a whole.

They were "fully aware" of the problems faced by the legal profession and would consult with them "if any further action is necessary". The inquiries will seek to establish the "nature, scope, extent and implications of the liability problems" faced by the selected professions.

Earlier this year Mr Hardcastle led a delegation of the heads of professions to the DTI. Doctors, who are facing a 57 per cent rise in insurance premiums because of increasing numbers of claims and the sharp rise in awards, are asking the Government to set up a government-funded, no-fault insurance compensation scheme where people would be automatically compensated.

Talks over criticism of seeds

By John Young Agriculture Correspondent

Allegations by a consumer magazine that amateur gardeners are sold substandard seeds will be discussed tomorrow by the United Kingdom Agricultural Supply Trade Association.

Miss Rosemary Ward, editor of *Gardening World*, told the Horticultural Trades Association in Harrogate, north Yorkshire this week that the standard of products sold by garden centres and mail order companies was a disgrace.

Tests by the magazine showed that only 10 per cent of some packeted seeds grew. Seeds sold to commercial growers showed a much higher rate of germination.

The association said yesterday that seeds were often planted in the wrong conditions, at the wrong time or were overwatered.

However distributors and retailers were frequently to blame for not keeping seeds in suitable conditions.

The association said there was no difference between the quality of seeds sold to amateur gardeners and to commercial growers.

Call for new road to ease M25 jams

By Rodney Cowton, Transport Correspondent

The Government is being urged to begin planning a new orbital motorway about 30 to 40 miles from London, which could come into use in the 1990s and take pressure off the overcrowded M25.

The British Road Federation puts forward its proposal for a Home Counties Orbital Route to be completed by the year 2000, on the first anniversary of the opening by Mrs Margaret Thatcher of the final section of the M25.

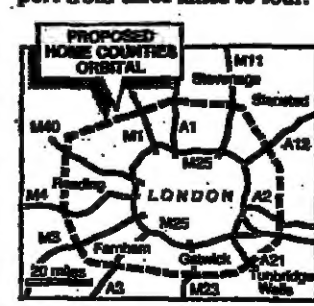
The federation envisages a route circling London roughly by way of Maidstone, Gatwick, Guildford, Reading, Aylesbury, Luton, Staines and a new crossing of the Thames down river from Dartford. It says the road would be about 220 miles long, and could cost up to £1.5 billion.

It was possible that not all sections would need to be motorway, and, on some sections that were motorway, two lanes might be adequate if the Department of Transport could produce traffic forecasts on which reliance could be placed. The road could be built in separate sections, linking radial motorways such as the M1, the M40 and the M3.

The 120 miles of the M25 cost about £1,000 million to build, but the federation thinks an outer orbital road could be built at a lower cost per mile because there would probably be fewer junctions, and costs would be less further from London, the civil engineering would be less sophisticated, and there would be no four-lane stretches.

Traffic levels, which on some lengths of the M25 exceed 150,000 vehicles a day, are much higher than it was designed to carry, and the federation says that with traffic forecast to increase by 40 per cent by the year 2000, widening alone cannot cope with the problems of the M25.

The department is widening some sections of the M25 south-west of Heathrow Airport from three lanes to four.



Journalist in Lords fight to shield sources

A financial journalist yesterday challenged in the House of Lords an order to disclose his sources.

Mr Sidney Kentridge, QC, for Mr Jeremy Warner, business correspondent of *The Independent* newspaper, told the five law lords it was unethical for journalists to disclose their sources.

Mr Kentridge said the Contempt of Court Act 1981 contained a clear statement by Parliament that the confidentiality of a newspaper's sources was protected.

It was overridden only in the interests of justice or national security, or the prevention of crime or disorder.

Department of Trade inspectors investigating alleged breaches of insider dealing rules by Civil Servants believed Mr Warner's sources for articles in *The Times* and *The Independent* could give them vital evidence.

The High Court found he had a reasonable excuse for silence. The Appeal Court unanimously reversed that decision.

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Social attitudes survey

Britons cling to the traditional views on love and family

By David Walker, Public Administration Correspondent

Traditional British attitudes towards love, marriage, good manners in children and the place of the woman in the home are remarkably resilient, the annual *British Social Attitudes* survey has found. It is based on a sample of 3,000 adults questioned during 1986.

The survey, conducted each year since 1983 by Social and Community Planning Research, an independent organization, has earned wide respect for its thoroughness, and a number of Whitehall departments now sponsor it. It found in its 1986 study that there is deep support for marriage as an institution, linked with a widespread feeling that it is treated too frivolously by many couples. Some 75 per cent of those questioned agreed with the proposition that society ought to do more to safeguard marriage.

Top virtues in a marriage were listed as faithfulness, mutual respect and understanding. Sex and good housekeeping came considerably further down the list. Consistent unfaithfulness was given by 94 per cent as a sufficient reason for divorce, against 25 per cent citing unsatisfactory sex.

A happy sexual relationship was considered an important ingredient in a successful marriage by only half those questioned.

A woman with children under five should stay at home while her husband worked, 76 per cent of those questioned told researchers; 19 per cent said that arrangement was suitable for mothers of teenagers, too.

However, equality within marriage was backed by many, with 51 per cent saying partners should pool the money against 33 per cent favouring one partner managing all the money and giving the other spouse his or her share.

Asked which qualities par-

The proportion of the public willing to pay higher taxes to finance better social welfare grew during the 1980s. When asked about their priorities for welfare, spending on the National Health Service was firmly placed above social security.

Disaffection with the NHS is growing, however. In 1983 a quarter of the survey expressed discontent; by 1986 the figure was 40 per cent. But the survey's authors commented: "There is no evidence of a decline in support for the principle of socialized medicine as a component in citizenship; rather a valued public service is seen to have been damaged by spending cuts".

Parents should teach children honesty, good manners and respect for others ranked top, but obedience was near the bottom. The researchers commented: "In their attitudes towards marriage and other family matters, the British emerge as highly and consistently conventional".

As in previous years, the survey found widespread agreement that the Government should do more about unemployment.

It found that inflation worried people more than unemployment, and more people (compared with 1983) now believed that there were large numbers of false unemployment benefit claims. Thirty-seven per cent believed poverty is "an inevitable part of modern life", noticeably more than the 25 per cent who gave that reply in 1983.

But unemployment worries were real. When asked where they would advise a teenager to look for work, the Civil Service, offering job security, was a clear first.

One government message about economic life seemed to be widely believed: 65 per cent thought that the less profitable industry is, the less money

there is to spend on things such as education and health; 57 per cent believe we would all be better off if industry made bigger profits. The researchers commented: "Profit is not a dirty word to the British public. On the contrary the message that profits are necessary appears not to be in dispute".

Optimism about the economy appeared to have grown slightly, with 26 per cent expecting prices in 1986 to rise against 40 per cent expressing the same fear in 1985.

On international matters there was a noticeable increase in people's belief that the United States is a threat to world peace.

British Social Attitudes: The 1987 Report (Cower, £12.50).

FEATURES OF A SUCCESSFUL MARRIAGE

Faithfulness	89%
Mutual respect/appreciation	77%
Understanding/loyalty	72%
Living apart from in-laws	55%
Happy sexual relationship	50%
Adaptable income	34%
Good housing	33%
Having children	31%
Sharing chores	22%
Common tastes/priorities	21%
Same social background	17%
Shared religious beliefs	9%
Agreement on politics	3%

REASONS SUFFICIENT FOR DIVORCE

Consistent unfaithfulness	94%
Violence	82%
Ceasing to love the other	75%
Consistent over-drinking	69%
Differing personalities	42%
Unsatisfactory sex life	28%
Cannot have children	7%
Differences with relatives	4%
Financially broke	3%
Long-term illness	3%

FIRST PRIORITY FOR SCHOOL LEAVERS

	1983	1986
Job security	38%	57%
Interest/satisfying work	22%	20%
Opportunities for promotion	28%	9%
Working conditions, starting pay, etc	3%	4%

The last tragic meal at Burgate House



The dinner table at Burgate House (above) as it was left when the men surprised first members of the Cleaver family and their nurse at dinner. The family, who were accustomed to dressing for dinner, had been about to begin their desert.

The family's advertisement (above, right) for a handyman and housekeeper at the country house overlooking the river Avon, was answered by George Stephenson and his wife, Mrs Stephenson, left after an argument with her husband, and Stephenson was dismissed.

The three killers sentenced yesterday (below right, from left): Stephenson, George Daly and John Daly.



Fordingbridge trial

Cleaver family killers sentenced for 'indescribable brutality and cruelty'

By Michael McCarthy and Michael Horsnell

Three burglars who killed a family in their country home by setting four of them on fire and strangling the fifth were jailed yesterday for life or long prison terms.

Mr Justice Hobhouse, passing sentence at Winchester Crown Court, said that the killing of the Cleaver family and their nurse in Burgate House, Fordingbridge, Hampshire, in September last year, had been carried out in circumstances of "indescribable brutality and cruelty".

He sentenced the ringleader of the gang, George Stephenson, aged 36, from Coventry, who had been a handyman at the house, to life imprisonment with a recommended minimum of 25 years for the murders of Mr Joseph Cleaver and his invalid wife Hilda, both 82, their nurse Mrs Margaret Murphy, aged 70, and their son Mr Tom Cleaver, aged 47.

Stephenson, who had denied all the charges, also received life sentences for the rape of Mr Tom Cleaver's wife

Wendy, aged 46, and for and returned to burglar the house.

The judge told him: "You showed no mercy and you deserve none". John Daly, aged 21, one of his two accomplices, also from Coventry, was sentenced to life imprisonment for murdering Mrs Wendy Cleaver by strangling her and for raping her, and for robbery. He admitted rape and robbery but denied murder.

His brother George, aged 25, was sentenced to 22 years' imprisonment on four counts of manslaughter and for rape and robbery. He denied all the charges and was acquitted of murder by the jury of eight men and four women after a retirement of nine hours.

George Daly claimed that he had set fire to the room after Stephenson had told him that the occupants were dead.

The court had been told how Stephenson, who was dismissed from his post as handyman by Mr Joseph Cleaver, recruited the Dalys

and returned to burglar the house. The three men, wearing masks and armed with pickaxe handles, burst in on the family as they sat at dinner, dragged them upstairs and bound them hand and foot.

Four of them, including Mrs Hilda Cleaver in her wheelchair, were doused in petrol and set on fire. Mrs Wendy Cleaver was raped by all three men before John Daly strangled her.

Stephenson, the leader of the gang, had thought that the fire would consume the house and leave no clues but it had been built with a concrete frame and it survived intact.

The men found cash and jewellery worth only £90.

Members of the Cleaver family were present at the hearing. They said in a statement after the hearing: "Now that the trial is finally over, we can attempt to resume our normal lives. However, as a family, our lives can never be the same again."

Det Chief Insp Dennis Luty, of Hampshire police, who investigated the murders, has described them as "one of the foulest crimes ever committed in Britain".

Stephenson had been in trouble with the law all his life and had a string of convictions mainly for burglary and drugs offences. He was born in Co Durham, the son of a sergeant in the Royal Army Service Corps. In July 1986, with his recently married second wife Fiona, he answered a newspaper advertisement placed by Joseph Cleaver for a "homely couple" to help at Burgate House, and secured the position. It lasted a bare three weeks: Fiona Stephenson left after a violent argument with her husband.

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Device to halt drink drivers

By Kerry Gill

A device that could revolutionize the behaviour of motorists with too much alcohol in their blood was unveiled yesterday in Edinburgh.

Before a driver can start up the car engine he must breathe into a tube attached to the dashboard. Behind the tube is the device known as an Interlock, which prevents the engine from starting if the driver has had too much to drink.

"If the driver is in any doubt, the Interlock will make his decision for him," said Professor Robert Breakspere, addressing the national road safety congress of the Royal Society for the Prevention of Accidents.

Professor Breakspere, of the New South Wales Institution of Technology, said the device was already in use in California where judges could give a banned driver his licence back on condition that an Interlock was fitted to his car.

Piggott moved to prison near home

Lester Piggott was moved to a low security prison near his home yesterday, provoking suggestions of preferential treatment.

Five days after starting a three year sentence in overcrowded Norwich Prison for a huge sex fraud, Piggott was transferred 50 miles to Highpoint Prison, at Stradishall, Suffolk.

"It's one rule for the rich and one for the poor", a Norwich prison officer said yesterday. "Most prisoners have to wait for two months before being moved to Highpoint. We are told to treat everyone as equals, from mass murderers to petty thieves. This makes a mockery of the system."

Piggott was moved early yesterday. Neither he nor his family knew the transfer was imminent. He gathered his belongings, including a sack of mail from well-wishers in the racing world, and was handcuffed to another prisoner who had been waiting for 10 months to be transferred to

Highpoint. The pair then made the journey by taxi with a prison officer.

Mr John Beevis, secretary of the Prison Officers' Association at Norwich Prison, said yesterday: "Yes, Lester has had preferential treatment. He jumped the queue."

"Convicted inmates are normally allowed to receive two letters a week, but Lester received six letters every day. He was getting letters from the whole world and his wife. If we had sent back all but two, we would have been accused of all sorts of things by the public."

Mr Beevis said prisoners at Norwich would normally be held for between six and eight weeks before being moved on. "Piggott was a special case and I suppose you could say he was slipped out."

The Piggott stables, in Hamilton Road, Newmarket are just 15 miles from Highpoint, a former RAF base, which has been once nicknamed the holiday camp of the prison service.

Hospices in dilemma over Aids cases

By Thomson Prentice, Science Correspondent

Hospices for the terminally ill may be faced to turn away dying Aids patients, Mr Antony Newton, Minister for Health, was told at a conference of experts in the field yesterday.

Hospice care is a key element of government plans to help sufferers of the disease. But shortage of places for patients, and fears and prejudices associated with Aids, will pose serious problems, the conference heard.

Dame Cicely Saunders, a pioneer of the hospice movement in Britain, told Mr Newton: "We are worried that we will have to displace cancer patients if we take in Aids sufferers."

She said units, such as St Christopher's, London, which she founded, were pledged to offer places only to cancer patients. Although about 40,000 dying cancer patients could be helped each year, 140,000 deaths annually were due to cancer.

Dame Cicely said: "Our

feeling is that we can take Aids patients only if they have a form of cancer."

In a discussion document submitted to the conference, Professor Eric Wilkes, joint chairman of the Help the Hospices charity, said: "Although only a small number of hospices are religious organizations, most contain a number of committed Christians on the staff."

"Some of these may have difficulty in adjusting to the needs of drug abusers, homosexuals and male prostitutes."

Involvement with Aids might affect fund-raising for some hospices, he said.

The Government wanted to encourage hospices to play a larger role in Aids care but it could not dictate to individual establishments or to local health authorities, he said.

Dr Anthony Finching, senior lecturer in clinical immunology at St Mary's Hospital, Paddington, west London and a leading Aids specialist, said most people dying from Aids wanted to do so at home but some would want hospice care.

English silver shines for New York buyers

By Sarah Jane Checkland, Art Market Correspondent

The salerooms continue to flourish against the odds, with little ringing if anything, louder in New York than London.

English silver sold well at Christie's New York, when the Robertson Collection - 30

estimates. A fine collection of eighteenth century book illustrations, belonging to John Acland, the former cricket commentator, sold, mainly to the trade, at Christie's for a total of £168,927 (estimate up to £150,000).

John Mitchell, the London dealer, spent £13,200 on *A Voyage Round Great Britain*, all eight volumes and 308 handcoloured aquatints by Daniell and Richard Ayton.

Sotheby's best price at their Old Master sale was for a gruesome still life resembling a battle field of dead game, and painted by the Studio of Frans Snyders. It was bought by a private French buyer for £37,400 (estimate £15,000 to £20,000).

Star turn at Sotheby's arms and armour sale was a rare fifteenth century Bohemian arrowhead which was dug up in Cape Province, South Africa, four years ago. It sold for £21,350 (estimate £5,000 to £7,000).

Meanwhile the London borough of Islington registered something of a flop, when only 50 per cent of the goods sold at the first sale of the new auction house, Rosebery's.

Although the place was packed, most people appeared to be spectators. Top lot was £12,650 for a set of 14 Chippendale-style dining chairs, and the total takings were £31,500.

SALEROOM

pieces owned by the wife of a civil engineer from Cambridge, Ontario - fetched £370,783.

Top price was for a William III silver gift ewer by David Williams the first, which sold for twice its estimate, at £50,175. Two works by the master Paul de Lamerie sold well. They were originally part of the Anson service, named after the admiral famous for circumnavigating the globe and capturing Spanish galleons in the 1740s; a George III sancebonnet stand went for £41,812 and a fishplate fetched £48,245. Both were bought by the London trade.

Still in New York, Sotheby's achieved a total of £1,161,891 at their fine watches and clocks sale, with prices soaring above their estimates.

Top price was £67,941 for a 1924 white gold watch with calendar and moon phases made by Audemars Piguet for E. Gelin of Lucerne.

In London prices were strong, although closer to their

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MINOLTA

October 28 1987

Britain is totally dependent on US, says Healey

Britain was now totally dependent on the United States for its nuclear weapons and was incapable of standing up to Washington on any important defence or foreign policy issue, Mr Denis Healey told the Commons.

He said that the US could stop the supply of Trident at any time. Britain only needed Trident if it could not depend on the United States in a crisis. "If we can't rely on the United States in a crisis, can we rely on them to provide us with Trident?"

Resuming the debate on the Government motion to approve this year's defence estimates, Mr Ian Stewart, Minister of State for the Armed Forces, said that planning was almost complete for Exercise Purple Warrior, the major joint-force exercise due to take place in South West Scotland between November 4 and November 19.

It would be, he said, the first exercise in the United Kingdom to fall within the terms of the Stockholm Conference on security and co-operation. On November 9, he would be acting as host to observers from the Warsaw Pact.

Lack of agreement on verification had been an important factor in the stagnation over many years of the talks on mutual and balanced force reductions.

If talks in Vienna were to be successful, the Soviet Union and its Warsaw Pact allies would have to change its policy of secrecy about their own force levels and armaments.

They needed to explain why they had built up such a degree of superiority in the central region of Europe and why their military procurement policy was designed to enhance that superiority.

"Maybe the peaceful intentions which the Soviets profess are genuine, but if so, it is very difficult to see how such an aggressive build-up of armaments can be consistent with them."

Alone of the 16 members of Nato, the United Kingdom contributed forces to the whole range of deterrent capabilities, from strategic nuclear to conventional forces, and also committed

DEFENCE



Mr Denis Healey: Trident supply can stop any time.



Mr Ian Stewart: Russian secrecy policy must change.

forces to all three of Nato's main commands in Europe, the Channel and the Atlantic.

Labour had argued that the Government's reason for Britain having its own strategic deterrent was the fear that the United States might become detached from the defence of Europe. But that was not the point.

"Deterrence is a matter of perception, and the British strategic deterrent is an insurance policy against any aggression making such a miscalculation." In fact, in the recent exercise Reforged, the United States had reaffirmed its central role in the Alliance.

Mr Dennis Davies, chief Opposition spokesman on defence and disarmament, intervened to say that representatives of all Nato groups had agreed to reinstate the 3 per cent real growth in defence expenditure. Did the Government still subscribe to that commitment, and if so, where would it get the money?

Mr Stewart replied: "That is an aspiration which remains to be fulfilled." But during the

first half of the 1980s the Government had made an increase of 3 per cent a year.

The Armilla patrol had been operating in the Gulf since 1980, much longer than any other European navy. During that time, only six British merchant vessels had been attacked and, to date, none while an Armilla ship had been in the vicinity. The Government had no plans to alter the present basis or area of operations of the Armilla patrol.

On Northern Ireland, Mr Stewart said that since the beginning of this month he had been able to increase the operational flexibility available to the GOC by providing extra helicopter hours.

So far this year, 231 weapons and 5,800 kilograms of explosives had been found. Bomb disposal teams had been called out to more than 1,100 incidents and about 2,300 kilograms of explosives had been neutralized.

Successes had been achieved at great cost. Eleven soldiers had been killed and 85 wounded or injured in attacks this year.

In the recent storms in Southern England, about 1,000 Servicemen, mostly soldiers, had assisted in dealing with emergencies.

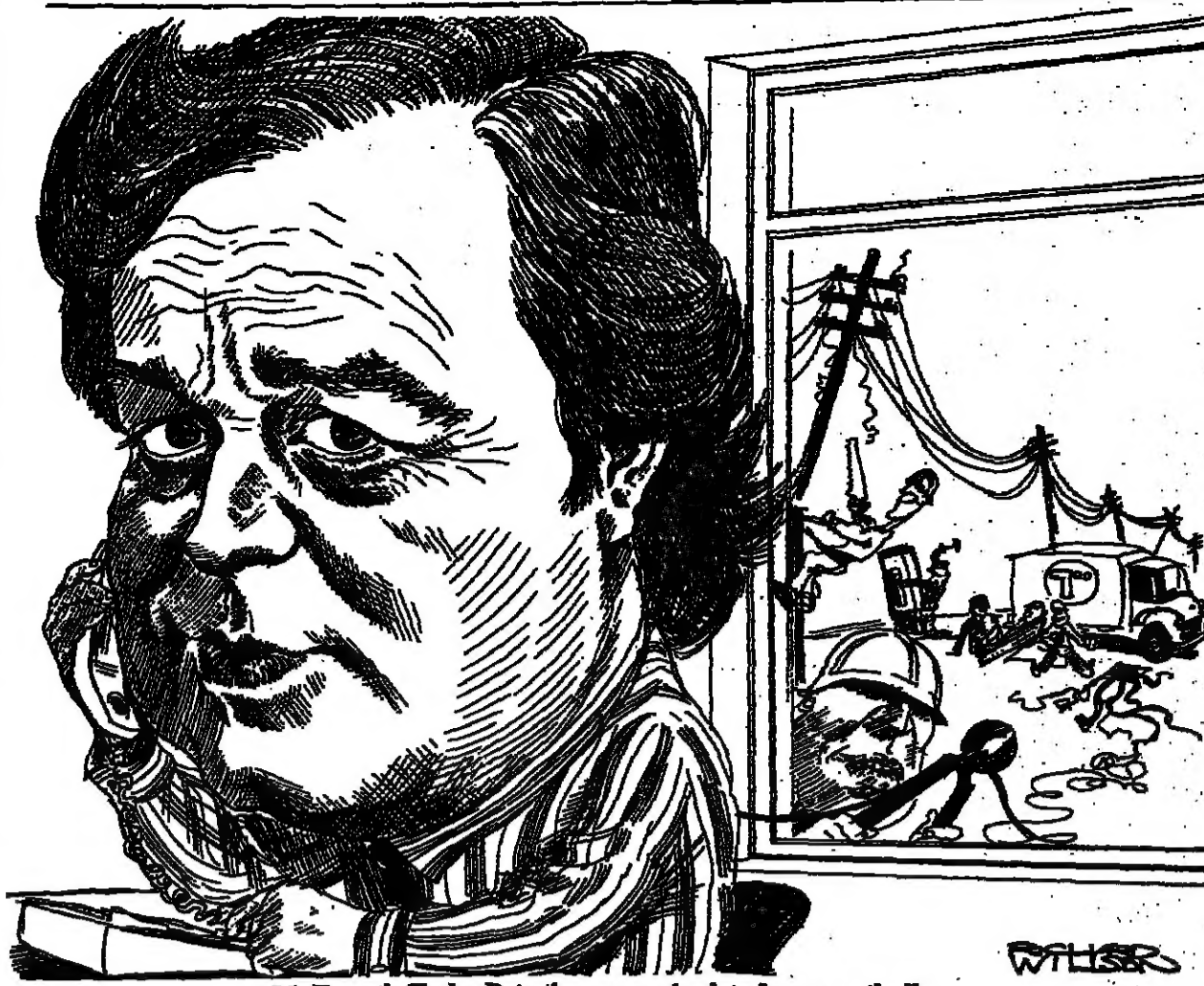
Mr Healey (Leeds East, Lab) said that, because the Prime Minister had now made Britain totally dependent on the United States for the supply and the maintenance of its strategic nuclear missiles and for the testing of their warheads, it had become totally incapable of standing up to that great power on any important issue of defence or foreign policy.

At any time, the United States could cease supplying Britain's Trident force with missiles or refuse to replace them. Did the Government seriously believe that the United States would continue with the present agreement if it was restricting its own submarine-launched warheads to 1,500 or 2,000 and allow Britain 640 or 900?

North American and British experts thought there were now only two warheads carried in every Polaris missile, but ministers refused to tell the House. The Russians claimed that each Polaris carried six warheads.

PARLIAMENT

Labour attacks privatization for poor telephone service



Mr Kenneth Clarke: Detecting some union interference on the line.

'Only bills are still as high'

Mr Kenneth Clarke, Minister of Trade and Industry, said that, although he agreed that British Telecom's performance was not good enough, it was ridiculous to suggest that it had all been a result of privatization.

He had been asked about meeting the new BT chairman, Mr Iain Vallance, and replied that he had not yet done so. He had had to cancel an appointment with him yesterday because of another engagement, but that he hoped to meet him soon.

Dr John Reid (Motherwell North, Lab) remarked that he was sorry at Mr Clarke's difficulties in getting a meeting with the chairman. "The case I know how difficult it will be to get through to him on the telephone" (laughter).

When the two did meet, Mr Clarke should admit candidly what a disaster privatization had been for BT and that it had meant lower staff morale, lower efficiency and lower service standards.

Only the quarterly bills had not got lower.

Mr Clarke agreed with the Director General of OfTel's recent comments that the performance was not good enough.

He (Mr Clarke) was glad that BT was reintroducing

TELECOM

some statistics on quality standards at regular intervals, setting itself targets and co-operating with the Director General to see what could be done to remedy that matter.

"I do not accept that this is any consequence of privatization, as our telephone service has not been perfect for some years. There has been a decline in performance but at the same time a rise in demand and expectations."

Mr Jeremy Hanley (Richmond and Barnes, C) said that Mr Clarke should congratulate the BT chairman on the decision to include postal codes in future telephone directories. But there was discontent that many people would have to pay for the first time for telephone directories when they were in the 01 area. The cost would be £8 a set.

Mr Clarke promised to pass on to Mr Vallance Mr Hanley's praise and strictures, but both matters were for the commercial judgement of BT.

Mr Margaret Ewing (Moray, SNP) said that Mr Clarke should pass on the anger that many companies felt at being charged extra for repair and maintenance of lines often vital for export business.

Mr Clarke: They will continue to receive the service they pay for with their quarterly rentals. Those who require higher quality and priority fault service would have to pay for it. Previously it was paid for by all subscribers.

But he said that he understood the concern in Scotland about the telephone service.

Mr Roger Stott, an Opposition spokesman on trade and industry, said that Mr Clarke was bound to be aware of the welter of criticism directed towards BT in the past year to 18 months by MPs, the public, the National Communications Union and OfTel. The problems and poor performance stemmed directly from privatization and nothing else.

Mr Clarke said he was prepared to join in criticisms of BT so long as they were fair and recognized the efforts of the Director General and management to remedy matters. "Mr Stott's charge that privatization has caused all this is ridiculous." The biggest single contribution to the problems this year came from the strike in defence of overmanning and restrictive practices.

Alton's abortion Bill is hissed

Private members' Bills

There was hissing and protests from MPs when Mr David Alton (Liverpool, Moseley Hill, L) presented his Bill to reduce to 18 weeks the period in which a woman could have an abortion. The Bill, one of 20 private members' Bills presented and formally read a first time, was set down for second reading on January 22.

The Sunday Sports (No 2) Bill, which would allow sporting events to be held on Sundays, is down for second reading on January 29. At present many such events are banned.

The following list gives the titles of the Bills, the dates (all Fridays) on which they have been set down for second reading, and the name of the main sponsor.

December 11

Scottish Whisky Bill (Mr Wil-

liam Walker, Tayside North, C); Slaughter of Deer Bill (Miss Emma Nicholson, West Devon and Torridge, C); Protection of Animals (Amendment) Bill (Mr John Browne, Winchester, C); Licensing (Retail Sales) Bill (Mr Andrew Mackay, East Berkshire, C); Abortion (Financial Benefits) Bill (Mr Nicholas Winterton, Macclesfield, C).

January 15

Protection of Official Information Bill (Mr Richard Shepherd, Aldridge-Brownhills, C); Community Health Councils (Access to Information) Bill (Mr Andrew Faulks, Warrley East, Lab).

January 22

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

January 29

Consumer Arbitration Agreements Bill (Mr James Pawsey, Rugby and Kenilworth, C); Sunday Sports (No 2) Bill (Mr Nicholas Soames, Crawley, C); Abortion (Treatment of Non-Resident Women) Bill (Mr Edward Leigh, Gainsborough and Horncastle, C); Housing (Waiting List Restrictions) Bill (Mr Donald Anderson, Swansea East, Lab).

February 5

Motor Vehicles (Wearing of Rear Seat Belts by Children) Bill (Mr Stephen Day, Cheshire, C); Environment and Safety Information Bill (Mr Christopher Smith, Islington South and Finsbury, Lab); Unfair Reporting and Right of Reply Bill (Mrs Ann Clwyd, Cynon Valley, Lab).

February 12

Malicious Communications Bill (Mr Andrew Stewart, Sherwood, C); Access to Medical Reports (Mr Archie Kirkwood, Roxburgh and Berwickshire, L); Optical Appliances (Blind and Partially Sighted Persons) Bill (Mr James Lamond, Oldham Central and Royton, Lab); Housing (Houses in Multiple Occupation) Bill (Mr Brian Wilson, Cumbria North, Lab).

February 19

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

February 26

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

March 5

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

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Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

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April 2

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April 9

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

April 16

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

April 23

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

April 30

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

May 7

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

May 14

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

May 21

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

May 28

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

June 4

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

June 11

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

June 18

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

June 25

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

July 2

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August 13

Abortion (Amendment) Bill (Mr David Alton, Liverpool, Moseley Hill, L); Unborn Children (Protection) Bill (Mr Kenneth Hind, West Lancashire, C).

Complaint over false labelling

British consumers had been "ripped off" for many years by overseas textile manufacturers, especially the Italians, and it was about time that the Government took effective action to stop it, Mr Max Madden (Bradford West, Lab) said in Commons questions.

"Ministerial huffing and puffing and wrist slapping means nothing at all to Common Market crooks making a fortune out of placing false labels on textile products". He said that he was particularly concerned about labels that overstated the wool content.

Mr Francis Maude, Under Secretary of State for Trade and Industry, said that the European Commission had been investigating the matter.

Local authorities were responsible for the enforcement of fibre content regulations. Since 1978, a total of 351 successful prosecutions had been brought, 182 by West Yorkshire County Council.

Parliament today

Commons (7.30): Questions: Treasury; Prime Minister. Resumed debate on second reading of the Scottish Development Agency Bill.

Lords (3): Criminal Justice Bill, committee, fifth day.

Does the Stock Exchange crisis represent a failure of free markets? Or are they simply performing their necessary function of ensuring that harsh realities are not evaded for ever? For both the British Government and the Labour Party this is not just a nice point of economic theory, but also a practical political issue.

For the Government there is the danger that if it is not caught on the swings it will be on the roundabouts. As the Administration which has promoted the doctrine of market forces with probably more ardour than any other this century it has to be wary of exposing itself to the charge of inconsistency.

It must give the impression of favouring the rules of the game only so long as it is winning. Yet it must also not seem so much the slave of its own theories that it ignores the most pressing practical con-

Clarke seeks economic return from space plans

The European Space Agency should review its programme and not support programmes of dubious economic benefit, Mr Kenneth Clarke, Minister for Trade and Industry, said during Question Time.

Several MPs said that Britain was lagging in commitment to a space programme.

Mr Clarke said that the Government had decided not to increase public expenditure on space above the present level, already running at more than £100 million a year.

Mr Ernest Ross (Dundee West, Lab) said that Japan was considering increasing its quota of spending on space from 120 billion yen to 400

billion, with a further target to raise spending on space projects to six trillion yen by the end of the century. It would be silly for Mr Clarke to go to the space agency meeting on November 9 and 10 with such a low-spending programme.

Mr Clarke: When I go to the space agency meeting at The Hague I shall explain that Britain wishes to play a constructive role in the agency but that we think projects should be related to financial, economic and scientific returns.

Mr Gerald Bermingham (St Helens South, Lab): Unless we invest in the European programme, we shall not

retain the scientists and engineers we trained in this country because the opportunities will be found in America and Europe and elsewhere.

Mr Clarke: We encourage and have to maintain the undoubted lead which the industrial and scientific community has here, particularly, for instance in space satellites. We shall continue to be members of the space agency but wish to question the objective of Hermes, to get a European manned presence in space by the end of the century. In the British industry there is real doubt about its commercial worth.

Mr Bryan Gould, Opposition spokesman on trade and industry,

asked whether Mr Clarke agreed with his predecessor, Sir Geoffrey Pattie, that in refusing further support for space research, the Government had taken leave of its senses. "Can he explain why he is right and France, Germany, Italy, the United States, Japan, Canada, and even India, who all spend more than we do on space research, are all wrong?"

Mr Clarke: Sir Geoffrey Pattie took part in the conference which sketched out the space agency programme. Since then costs have more than doubled and projects such as Hermes have been added to the programme. They are not well targeted and do not provide for enough industrial and commercial participation.

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European trade 'improving'

Trade with the European Community had grown a great deal since Britain joined the EEC - with the balance between imports and exports improving in favour of the United Kingdom, Mr Kenneth Clarke, Minister of Trade and Industry, said during Commons questions.

He said that it was no good Labour MPs "scratching around" for particular statistics, such as the balance of trade in manufactured goods, in an attempt to demonstrate a pessimistic outlook, although he agreed that the current trade deficit was £8.5 billion.

Mr Bruce Grocott (The Wrekin, Lab) challenged Mr Clarke to confirm that the

figure contained a £9 billion deficit in manufactured goods alone. There had been "massive export of jobs in manufacturing industry from Britain to Europe".

Mr Clarke replied that Britain had always imported more manufactured goods from Western Europe than it exported. But Britain's trade with the EEC had grown substantially since it had been a member of the Community. It now provided half of Britain's market, whereas previously it had provided only a third.

Mr Dennis Canavan (Falkirk West, Lab) said that the trade deficit in manufactured goods was now so bad that it was in danger of beating even

last year's record deficit of nearly £5.5 billion.

"As a trading nation, we would go down the plughole completely if it were not for North Sea oil" (Conservative shout of "Rubbish").

The Prime Minister should dismiss Lord Young of Gifford (Secretary of State for Trade and Industry) for this abysmal performance - "the worst deficit in British manufacturing history" - instead of giving him another secure as chairman of the party whose policies were responsible for this fiasco.

Mr Clarke reminded MPs that the overall trade position so far this year was better than forecast in the Budget.

But that is the only consideration that would justify pulling the flotation at this stage. In principle it is not unfair that underwriters and investors should have to stick with the risk they had accepted.

There is, however, a broader dilemma for the Government as well. It has placed so much emphasis on the efficacy of free markets that it is a little embarrassing to suggest that the exchanges in this instance have lost their heads. Yet how could the Government accept that the exchanges are responsible for the current situation while arguing that economic conditions remain healthy?

The Chancellor seems to me to have been trying to have it both ways here. He has been accusing the markets of panic, while at the same time pointing the finger at the American trade and budget deficits - which surely suggests that there was a logical

basis for anxiety. But he is not the first minister to have been addressing two different audiences at the same time.

Whitehall union faces Militant's 'final push'

By Roland Rudd

Supporters of the Militant Tendency were yesterday accused of "making a final push" to take control of the Civil and Public Services Association, the largest of the Whitehall unions.

Mrs Marion Chambers, association president and a member of its minority National Moderate Group, said the Militant-dominated executive had attempted to run down publication of the official union journal because it was run by a moderate, and to prevent the union's general secretary, also a moderate, speaking to the press.

The executive is also accused of appointing Militant supporters to key positions and attempting to donate funds to the 47 Militant-led Liverpool councillors who have been surcharged and disqualified.

Mrs Chambers said: "The Militants are making a final push to take complete control."

In a letter sent by Martin Jenkins, secretary of the Broad Left, the Militant-dominated group that runs the union, supporters have been told that if the present pay negotiations do not make early progress the membership will be balloted on industrial action that may result in an all-out strike.

Broad Left members attending the union's pay conference on December 3 have been asked to give between £10 and £20 of their overnight subsistence allowance as a political levy for the hard-left faction.

The National Moderate Group is against an all-out strike but fears that the Militants are spoiling for another fight with the Government.

It also fears that the levy is part of the Broad Left's campaign to finance Militant Tendency; the executive has been asked to give the 47 Liverpool councillors £900, but the attempt was stalled by Mrs Kate Losinska, veteran right-winger and union vice-president who insisted that the union take legal advice on such a payment.

However, the executive has passed a motion calling on local branches to make individual donations to the discredited councillors who have been asked to speak at association meetings.

It has also attempted to pass a motion, which is in breach of a conference decision, to reduce publication of *Red Tape*, the union journal from once a fortnight to once a month.

A decision was put off until the next executive meeting after Mr Barry Reamsbottom, the journal's editor and a member of the minority moderate group, threatened to take legal advice.

Mr Reamsbottom, whose appointment as editor has to be ratified at next year's conference, said Mr John Macrae, the union's deputy-general secretary and a supporter of Militant Tendency, threatened to have him removed for "partiality".

The Militant-controlled executive has taken the unprecedented move of publishing its own paper, *NEC News*, at a time when the union is suffering financial difficulties. Moderates believe that the union owes about £250,000; *NEC News* will cost CPSA members another £30,000 a year.

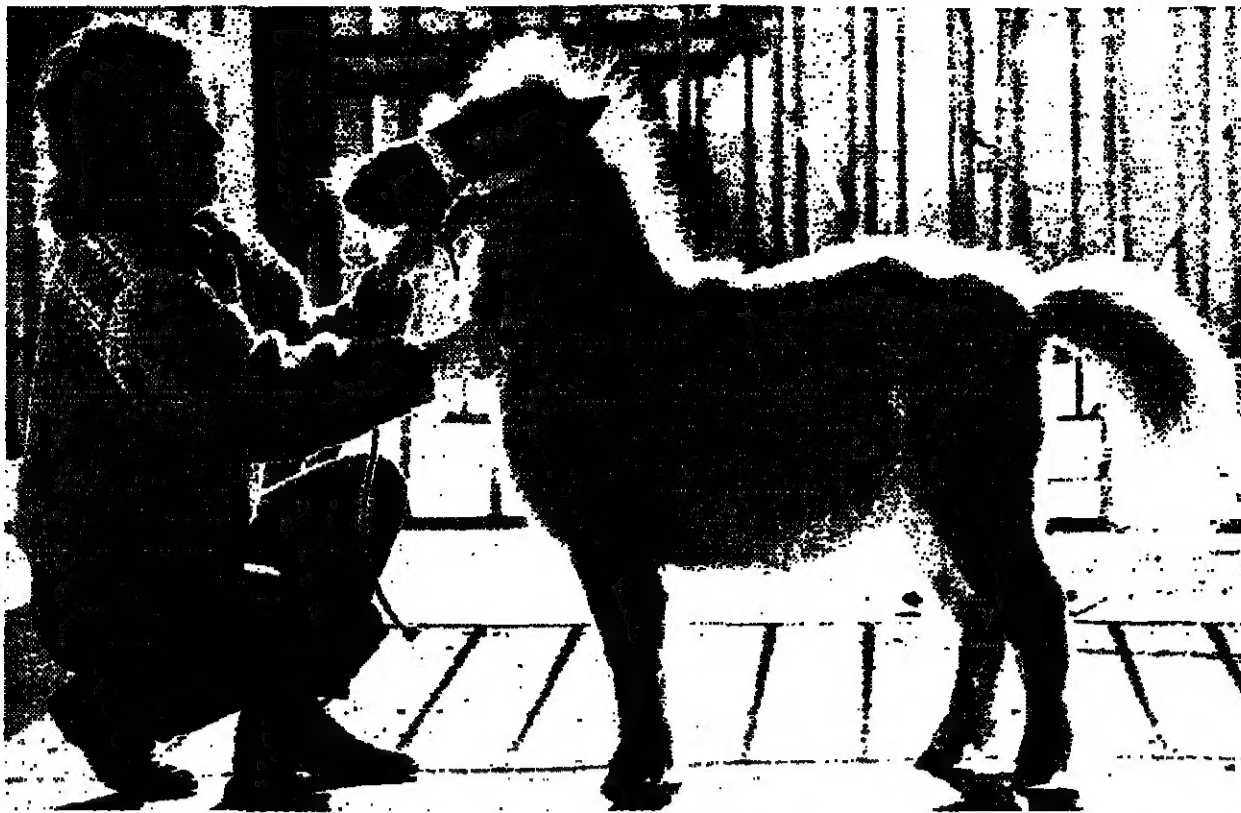
The Broad Left has denied trying to restrict publication of *Red Tape* for political reasons.

Whitehall fears that, whatever the outcome of the union in-fighting, the association could be heading for another damaging bout of industrial action.

The Treasury's original offer of a 5.7 per cent rise from July 1 instead of April 1 was rejected. The offer was then withdrawn in favour of 4.25 per cent offer from April 1 which the union considers to be "totally unacceptable".

Mr John Ellis, the general secretary, said its 78,000 members would be balloted next month with a recommendation to take industrial action if the Government did not revise its offer.

22-inch star steals the Shetland show



At 22 inches tall, this seven-month foal, seen with its owner, Jane Hands from St Albans, Hertfordshire, was the smallest of 297 entrants in the Shetland Pony Show and Sale at Reading, Berkshire, yesterday (Photograph: Peter Trivnor).

Judge to rule on equal pay grievance in NHS

A High Court judge is to make a decision today that could decide the "equal value" of men and women working in the National Health Service.

claiming that their work is of equal value to that of male clinical psychologists and hospital pharmacists but they are being paid between £4,000 and £8,500 a year less.

Theoretically, the right to make their complaint before an industrial tribunal is guaranteed but last November a

tribunal said it could not make a decision because of the rules laid down by the Whitley Council, which sets health service pay. This meant that a further 1,200 similar cases were barred. In June the Association of Scientific,

Technical and Managerial Staffs and the Equal Opportunities Commission asked for a judicial review on behalf of Elizabeth Clarke, of Bexley, south London, Pamela Enderby, of Bristol, and Lorraine Kelly-Atherton, of South Glamorgan.

Research plans 'pose threat to scientists'

By Pearce Wright, Science Editor

A leading scientist warned yesterday that proposals to reorganize university research threaten the measures taken by the Government to halt the brain drain of talented young scientists.

Professor Joseph Lamb, chairman of the Save British Science organization, was describing the effect of plans to concentrate research into a handful of universities, leaving the rest as teaching-only institutions.

More than half the brilliant scientists recruited to remain in strategically important areas of science under the Government's new blood scheme would find themselves in non-research universities, he said.

Professor Lamb, Professor of Physiology and Pharmacology at St Andrew's University, was speaking at a meeting in London at which the Association of University Teachers published its submission to the Department of Education on the future of university science teaching and research.

The association, with more than 31,000 professors, lecturers and researchers as members, was responding to plans to turn the 45 universities in the United Kingdom into a three tier system.

The idea, put forward by Sir David Phillips, chairman of the Advisory Board for the Research Councils and professor of biophysics at Oxford, would create a group of 15 super-universities — the only ones to carry out the full range of research and teaching.

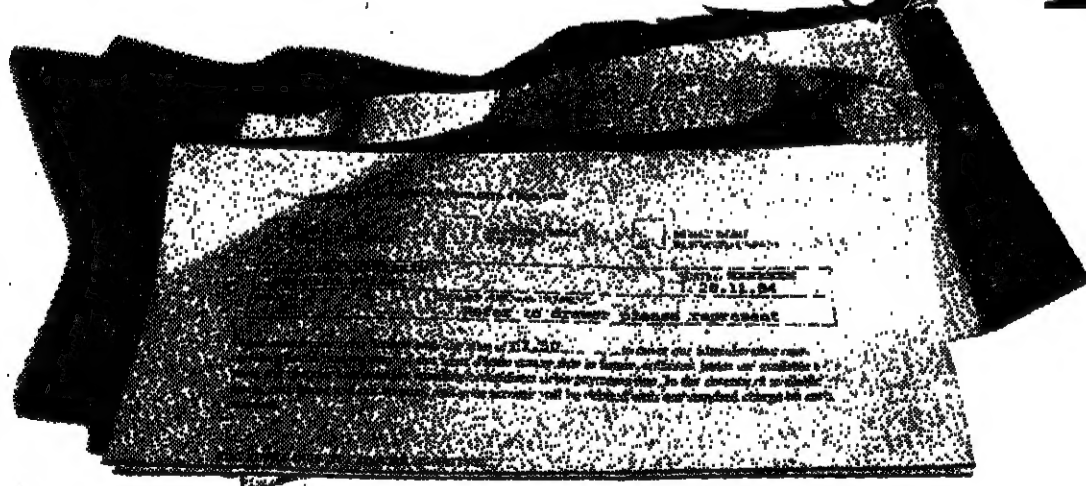
Miss Diana Warwick, general secretary of the association, said: "Every university has produced work of distinction that was unexpected. Much of it is produced by individuals or in small groups."

Nevertheless, the association recognizes that some areas of research have become increasingly expensive. It suggests that scientists should share those but rejects the idea that research should be cut at a large number of institutions.

It says the need for universities to change their ways have implications for industry, which was now demanding a more flexible, well-qualified workforce as the pace of technological change increases.

Universities must ensure, they help industry to meet the change, but that entailed teachers remaining up to date through research in relevant subjects.

"Dear Miss Dixon, we'd like £7.50 to bounce your £4 cheque."



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Why doctor spoke of 'injustice' fears

A police surgeon told a judge yesterday that he went on television to criticize a doctor involved in the Cleveland child sex abuse cases in an attempt to end "grave injustices".

Dr Alistair Irvine, giving evidence at the judicial inquiry into the cases at Middlesbrough, told Mrs Justice Butler-Sloss: "I became greatly concerned by what I saw as grave injustices and I did not see any end to it."

Dr Irvine, Cleveland's senior police surgeon, who appeared on television to state that the consultant paediatrician, Dr Marietta Higgs, was "absolutely wrong" in diagnosing many child sex abuse cases, added: "It seemed to be gathering momentum."

"I was desperately upset and distressed by it, and I felt if more people knew about it we might get a quicker solution."

On Tuesday, Dr Irvine accused Dr Higgs of using a diagnostic method which resulted in unneeded children being taken into council care and their parents being placed under suspicion.

He claimed that Dr Higgs and Mrs Susan Richardson, the Cleveland social services child abuse consultant, tried to "get rid of him" because he was a dissenting voice.

The inquiry continues today.

Two voluntary telephone helplines for sexually abused children say that nearly all children who call remain anonymous for fear of breaking up their families.

Officials of the two organizations, ChildLine, an independent charity founded by Esther Rantzen, the television personality, and the Yorkshire-based Touchline, believe that the current laws are also frightening others from seeking any help.

ChildLine said yesterday that 99 per cent of children telephoning to report sexual abuse remain anonymous. Some 7,000 children had called in the past 12 months.

Both organizations said that children were made to feel guilty if the abuser was jailed, breaking up the family, and many were reluctant to come forward.

Tonight, on the eve of ChildLine's first birthday, Miss Rantzen on the BBC1 programme, *Childwatch - Putting Children First*, will tell the stories of two sexually abused teenagers whose fathers were jailed. One of the teenagers had made an appeal to ChildLine. In both cases, the children felt guilty and suffered after their fathers were jailed.

Former Spitfire pilot fined after plane crash

A former Spitfire pilot and Second World War veteran was fined £1,000 yesterday after being found guilty of reckless flying.

Captain William McCash, aged 63, was at the controls of a light aircraft which crashed shortly after take-off from Birmingham International Airport two years ago.

He and his 11 passengers escaped serious injury when the Cessna 404 Titan aeroplane came down in allotments close to the end of the runway, magistrates at Solihull, West Midlands, were told.

Mr John Price, for the Civil Aviation Authority, said there was a build-up of ice and snow on the wings which caused the crash. The pilot should have seen the ice or known of the hazard. Instead, he had closed his eyes to the dangers.

Although McCash had thoroughly checked the condition of the aircraft about two hours before departure, the weather later deteriorated and

several passengers noticed ice on the wings.

One of the passengers allegedly saw the captain spraying de-icer fluid on the wings after the crash, but this was denied by the pilot.

McCash, one of Britain's most experienced pilots with more than 25,000 hours of flying time since joining the RAF in 1943, denied recklessly endangering his aircraft and passengers and recklessly endangering life and property. He was found guilty on both counts.

The captain, of Dereham Road, Norwich, Norfolk, was also ordered to pay £1,000 costs. The aviation authority said after the case that his pilot's licence would now be reconsidered.

Mr Brian Woodhams, for the defence, said McCash was finished as an aviator after a flying career which represented more than three years continuously in the air. The captain was a shaken, if not broken, man.

Hurd seeks private sector partners to launch local action

By Peter Evans, Home Affairs Correspondent

The Government must look for new partners who could help to launch valuable local crime-prevention initiatives without the form-filling normally accompanying the spending of public funds, the Home Secretary, Mr Douglas Hurd, said yesterday.

He told the Rotary Club of London that he looked to the private sector to play an increasing role in a national drive to reduce crime.

A fall of about 23 per cent in domestic burglary and 18 per cent in criminal damage in North Tyneside resulted after all the key local agencies and groups were brought together with the police and probation service in designing practical responses to crime problems.

Similar projects in Bolton, Croydon, Swansea and Wellingborough had reduced crime or fear of crime.

Mr Hurd said: "I want to see similar schemes springing up all over the country, mobilizing local energies in partnership against crime."

"I have in mind the leading role being taken by the Coventry Chamber of Commerce in a project looking at alcohol



and crime. I am hopeful that a similar project will soon be launched in Crewe with the financial support of Rolls-Royce.

"Last week in Knowsley, I was able to announce the setting up of a scheme similar to that in North Tyneside in a deprived part of Merseyside and sponsored by Barclay's Bank."

"At the start of this year, the National Westminster Bank gave £10,000 to fund two household security schemes which are installing better locks and bolts in the homes of the elderly in Avon and Birmingham."

"In West Yorkshire, Britannia Security Systems will be sponsoring a network of junior crime prevention panels which will aim to tackle crime through constructive local projects for young people."

The Government had been

active in encouraging the growth of voluntary organizations which could offer far greater flexibility and enterprise than any government scheme, which had to comply with set patterns and sometimes found it difficult to adapt to local needs.

Hence the increase in government grants to voluntary organizations, from £93 million in 1980 to £267 million in 1985-86.

That excluded the contribution by such government-funded bodies as the Manpower Services Commission, up from £857 million in 1982-3 to £1.5 billion last year.

"We must look to business and the professions to play an increasing part in devoting your talents and resources to some of the rawest problems which afflict our society", Mr Hurd said.

The individual citizen was taking an increasing interest in working together with neighbours and the police in preventing crime. The growth of local crime prevention panels and the sudden birth of more than 40,000 neighbourhood watch schemes proved the point.

Minister plans to put colour into Whitehall



Acres of grey walls in the corridors of power will soon be enlivened by colourful modern prints in a £10,000 scheme organized by Mr Richard Luce, combining his roles as Minister for the Arts and Minister of State in the Management and Personnel Office, which deals with the Civil Service (Lynda Murdin writes).

He intends to brighten the working environment of Civil Servants by introducing the prints of six paintings by

young artists, chosen from an initial 1,500 works.

The six works will generate 150 prints for the offices and reception areas at Mr Luce's departments in Whitehall. He wants other ministers to follow his example: the Inland Revenue and Customs and Excise have already shown interest in hanging something other than the routine office slogans and posters.

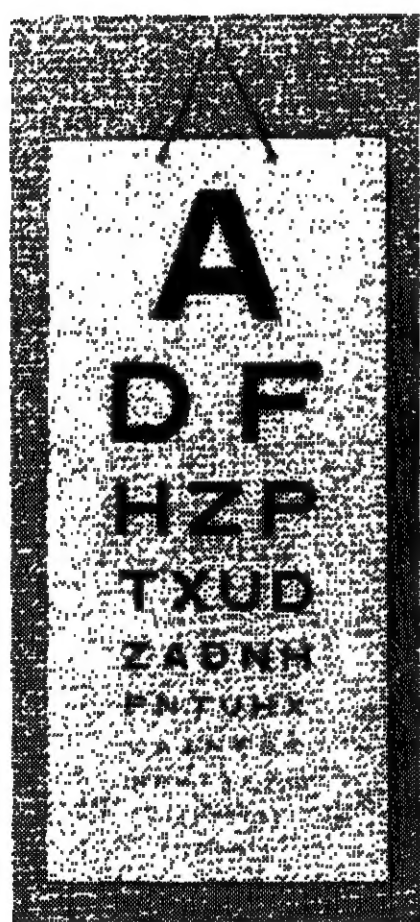
It is hoped that the scheme will be self-

financing with framed prints selling to the public at about £60.

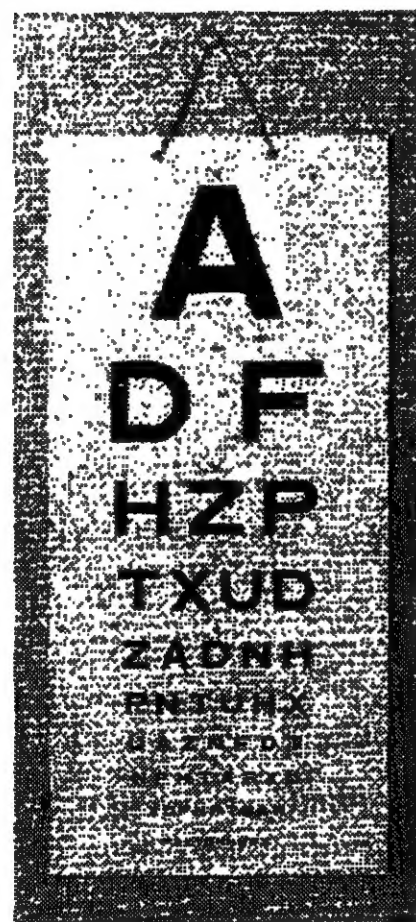
Mr Luce said: "Whether you talk about government or the private sector, it seems to me that we should be integrating art into our environment. This has the dual objective of providing a better environment with support for artists. We are very slow in this country to accept new artists and painters. I want to use this scheme as a catalyst."

Mr Richard Luce, Minister for the Arts, with the six paintings from which prints will be made to decorate his departments at Whitehall. The paintings are (clockwise from top left) by Francis Treason, Robert Soden, Marjorie Collias, Nicholas Hely Hutchinson, Dale Pring, MacSweeney and Lynda Clare.

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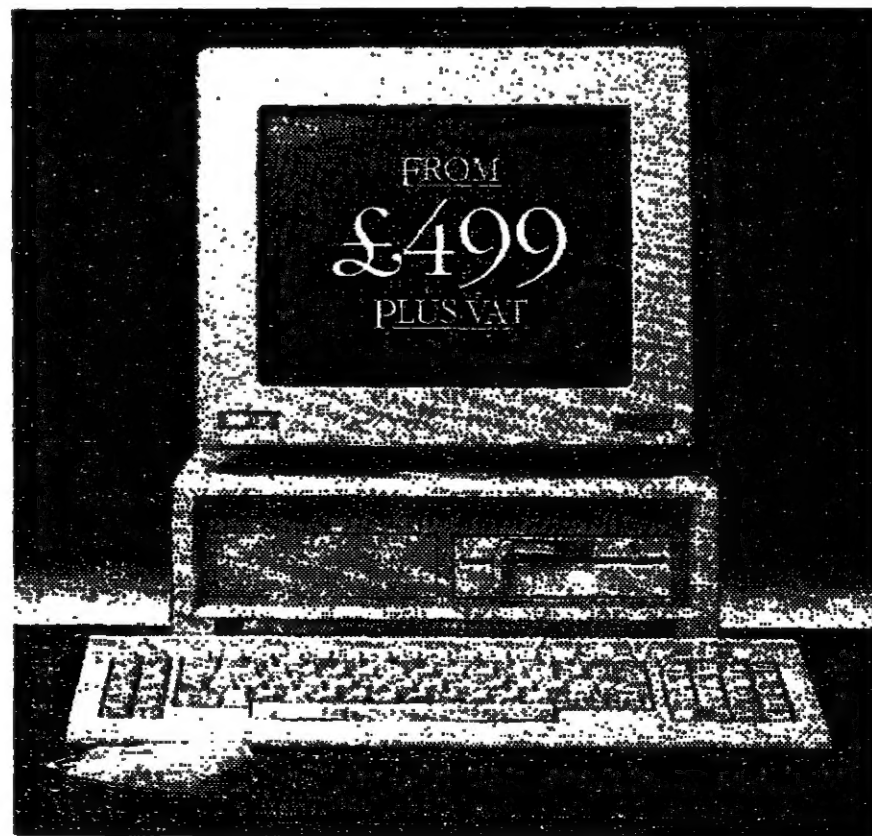
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British Council's new fear on funds

By Martin Fletcher, Political Reporter

The Foreign Office yesterday dismissed a call by the all-party Commons foreign affairs committee for the promotion of British values and culture abroad, "cultural diplomacy", to be pursued for its own sake and not for commercial and political ends.

In a reply to the committee's pre-election report, it also dismissed the British Council and BBC External Services by ignoring the assertion that they were starved of funds and rejecting the committee's call for more resources.

The British Council, which had pinned great hope on the Government's response, hinted yesterday that whole areas of its activities may have to be cut.

The committee had claimed in its report that the purpose of cultural diplomacy was, in the Foreign Office's own words, to "share a culture which enriches the human spirit, enhances international understanding, and expands the horizons of men and women throughout the world".

Third and Fourth Reports of the Foreign Affairs Committee: Government Observations (Stationery Office, £1.30 each).

In its reply, however, the Foreign Office insisted that the objectives of cultural diplomacy were the same as any other form of diplomacy — "the vigorous promotion of British interests".

It rejected the committee's call for a comprehensive policy statement and said there was no case for a separate cultural diplomacy budget. It argued that increased funding for cultural diplomacy could only be achieved through reductions elsewhere, and said: "We are not convinced that we should spend less on protecting British subjects overseas, less on promoting British exports, or less on promoting and defending Britain's commercial, political and strategic interests".

The British Council expressed "bitter disappointment". Since 1979 it has seen its budget reduced by 23 per cent or £20 million in real terms. Its offices overseas or whole areas of its work were in jeopardy.

Woman of 84 fights police trio

A woman aged 84 and only 5ft 11in tall struggled so violently to resist arrest that it needed two policewomen and a male officer to take her into custody.

Miss Lily Lawry, a retired cook, of Sunrise, Budock Water, Cornwall, had been accused of sawing down a neighbour's fence but refused to accompany WPCs Helen Clitherow and Katrina McGuigan.

Pennryn magistrates were told that Lawry kicked and hit out at the officers and finally grabbed one by the hair, pulling out a handful.

Mr Anthony Randall, for the prosecution, told the bench that the Crown Prosecution Service and the police had felt "great concern" at bringing so elderly a lady before the court but there was a "real fear" of a repetition of the offence.

Lawry was conditionally discharged after being found guilty of assaulting WPC Clitherow, who needed medical treatment for a swollen and bruised scalp. She told magistrates she intended to appeal.

Man 'did not rob Leeming'

A man accused of attacking and robbing Miss Jan Leeming, the former BBC television newscaster, was at home watching television at the time of the alleged attack, a court was told yesterday.

Conrad Mathurin told police he was not at the studios in Shepherd's Bush, west London, when Miss Leeming was robbed of her handbag after ammonia was squirted in her eyes.

The prosecution at Knightsbridge Crown Court, west London, has alleged that after initially denying involvement in the incident, Mr Mathurin confessed to taking part in a raid.

Mr David Bentley, for the defence, said his client had never made the admission. Mr Bentley told the jury that Mr Mathurin had not signed the record of the alleged interview.

Mr Mathurin, who lives near the Television Centre, denies aggravated burglary, burglary and robbery on February 15.

The hearing continues.

Woman kept body of husband for four years

A pensioner lived for four years with the remains of her husband propped up on the settee in her front room, telling friends and family: "He's dead. I'm not telling you where he's buried."

Mrs Betty Jeffery, aged 70, continued to collect the pension of her husband, Frederick, drawing £7,000 before the body was discovered.

She kept her gruesome secret by refusing to let anyone into the flat in Rowley Gardens, Stoke Newington, north London. It came to light when a neighbour complained to the estate manager that water was leaking into his flat from Mrs Jeffery's home.

Mr Clement Hughes broke into the flat last month. "I went into the living room and opened the curtains and sud-

denly I saw the form of a body on a settee", he told the Poplar inquest. "It was the most terrible thing I have ever seen."

At Dalston police station, Mrs Jeffery, who is now in the care of Hackney social services, said: "I just covered his body with a blanket. I don't even know what he died of. I haven't even cleaned the flat since he died."

Newspapers dated December 23, 1963, were found next to the fully clothed body. Det Chief Insp Iain Mallone said Mrs Jeffery had been cautioned for 198 offences of fraud and one of concealment of death but she would not be prosecuted.

Dr Douglas Chambers, the coroner, recorded an open verdict.

WORLD SUMMARY

Hayward attack on prosecutor

Stockholm — Simon Hayward, the British Life Guards officer jailed for five years for smuggling cannabis into Sweden, rounded angrily on the Swedish judicial system yesterday as he appealed to the Swedish High Court to free him (Christopher Mosey writes).

He said: "I have spent 7½ months listening to people lie about me, distort facts, ignore information that could prove my innocence, and blow other facts out of all proportion. Making a hen out of a feather, I believe is what it is called, and after a while you tend to get a little fed up."

He bitterly attacked Mr Ulf Forsberg, the public prosecutor in Uppsala, who has led the case against him since his arrest in March after police found cannabis worth £500,000 in a car he had driven from Ibiza, and accused him of having "a blind conviction of my guilt with none at all of my innocence."

Mr Forsberg responded by calling for Hayward's five-year sentence to be increased. The court's verdict will be announced on November 11.

Battle of two Kims Raids end Gulf lull

Seoul — There was good and bad news for South Korea's political opposition yesterday (Gavin Bell writes).

The provisional results of a referendum confirmed overwhelming public support for a new constitution allowing the first direct presidential elections for 16 years, but the marriage of political convenience between the main opposition leaders ended in divorce.

A formal announcement by Mr Kim Dae Jung that he is to stand for the presidency, at the head of a new party, placed him in direct competition with his former ally, Mr Kim Young Sam, who has already declared his candidacy. The main beneficiary is likely to be Mr Roh Tae Woo, President Chun's chosen successor.

Bahrain — Iraqi warplanes hammered Iranian oil targets in co-ordinated raids yesterday, and Tehran promised immediate retaliation as the latest hints in the Gulf War appeared to have ended after a week (Our Correspondent writes).

Iraqi warplanes said that refineries and chemical plants in the hinterland and along the Gulf coast were attacked in a series of raids over a 17-hour period ending just before noon. Baghdad said it had hit a "very big naval target", referring to a super-tanker.

President Ali Khamenei of Iran, who acknowledged air attacks in Fars and Khuzestan provinces, threatened to close the Strait of Hormuz if the US imposed an economic blockade.

ANC military chief

Lusaka (Reuters) — The African National Congress, which is outlawed in South Africa, has appointed Mr Chris Hani chief of staff of its military wing Umkhonto We Sizwe (Spear of the Nation), ANC officials said yesterday.

Mr Hani, a member of the ANC national executive committee, replaces Mr Joe Slovo, who resigned in March to give priority to his work as general secretary of the South African Communist Party. The ANC named Mr John Tshetwe as the new political commissar of Umkhonto We Sizwe.

Ecuador in crisis Journalist captured

Quito (AP) — President Cordero of Ecuador has declared a national state of emergency, introduced censorship and said a one-day general strike yesterday was illegal. Hundreds of armed police and soldiers guarded key locations.

The communist-led United Front of Labourers called the action to demand the sacking of the Interior Minister, Señor Luis Robles, whom Congress judged unfit to hold office for alleged human rights violations.

Peshawar — A French journalist has been captured by Soviet-backed security forces in north-west Afghanistan 20 miles from the Soviet border and is being held in Kabul, according to relief agency sources here (Edward Gorman writes).

Alain Guillo, a documentary film-maker, was working for Sygma, a French news agency, and was travelling with members of the Afghan resistance when he was captured on or around September 23.

Campaoré foils rebels

Ouagadougou (Reuters) — Loyalist troops in Burkina Faso have put down a rebellion by an army unit, leaving Captain Blaise Compaoré in full military control of the country two weeks after he was brought to power in the coup in which President Sankara was killed.

Official sources said yesterday that the commander of the mutinous unit fled and that most of the rebel soldiers changed sides when an assault was launched on Tuesday on the Koudougou garrison, 70 miles west of here.

Forgers under fire

Pulling fake wool over Chinese eyes

From Our Own Correspondent, Peking

An exhibition of apparently top-quality Chinese consumer goods is attracting more than 5,000 people a day to the military museum in Peking. While the marble corridors of Long March memorabilia in the main museum are silent, an adjacent wing is full of Chinese, laughing and jockeying for a look.

Unusually, the draw is not the goods themselves, but the fact that two-thirds of them are counterfeit — good and not so good copies of the real thing. The idea behind the exhibition is to teach Chinese, whose life as consumers has only recently begun, to tell the difference. The longer-term aim is to put the counterfeiters, whose industry is booming, out of business.

A free news sheet handed to visitors illustrates the genuine labels and trademarks. Inside the hall, Chinese point excitedly at bicycles with non-working gears, substandard frames and poorly padded saddles. They giggle at watches which are shown to have half the mechanism missing, and shirk with laughter at jeans with the unsightly altered labels, and amusingly printed silks.

They lap up the tale of the fake camel wool quilting that consists largely of acrylic and waste material, dyed to make it look genuine; and roll cigarettes carefully between their fingers, sniffing, as they have been instructed, to discern the true quality.

The hardest to tell apart are the foods and medicines: the powder that purports to be the highly sought after ground antlers of young deer, the

pickled ginseng roots, and coloured pills and potions.

At each stand there are both genuine and counterfeit goods clearly labelled; a red character marks the real thing, a black one the fake. Video films relate salutary stories about sharks who have been caught, and employees of aggrieved companies examine items brought in by customers who fear they have been deceived.

None of the goods is foreign-made — all have been produced in China, often in the rural workshops which have been allowed to operate in the past two years. In some areas, however, there is a whole industry in fakes.

The counterfeit camel wool is reported to have been produced by 700 households in Hebei province, with eight printing shops set up specially to make the labels that falsely claimed the padding was the quality "Double Happiness" brand, made in Inner Mongolia.

As Chinese have more money to spend and a wider choice, other Chinese can make a great deal of money from passing off cheap goods as the best and most expensive. Some of the world's least subtle advertising on Chinese television has encouraged people to look for the brand name before they buy, and Chinese everywhere have shown themselves past masters at copying.

Yet some of the Chinese visiting the exhibition clearly felt that, if they could not afford — or find — the real thing, then a fake was better than nothing. The counterfeiters could be in business for some time yet.

Peking intrigue as succession remains unresolved

Leadership split on Deng's future

From Mary Dejevsky, Peking

Mr Deng Xiaoping's stated desire to retire from China's Communist Party Politburo has become the subject of intense political infighting in the leadership, it was revealed yesterday.

Mr Liao Bokang, a delegate to the 13th Party Congress currently in session in Peking, told journalists that the question had not yet been decided. Giving a rare glimpse of the lobbying in progress behind the scenes, he said efforts were being made by Mr Deng and by congress deputies to "persuade and be persuaded".

Mr Liao, party secretary in the central city of Chongqing,

Committee takes place at the end of the congress on Sunday, and the committee will then elect the new Politburo and other leading bodies. On Tuesday it was announced that these elections would for the first time be conducted by secret ballot and that there would be marginally more candidates than places available.

Mr Deng, who turned 83 this summer, had repeatedly told foreign visitors that he wanted to leave his posts on the policy-making Politburo and its standing committee. It was widely predicted that he would retire at the end of the congress, retaining only his chairmanship of the Military Commission.

Ever since the congress opened last Sunday, however, it has been apparent that the much-publicized policy of "rejuvenating" the leadership is being given less prominence than before, and that Mr Deng's image is being built up as a "great leader", a term which places him second in calibre only to Mao Tse-tung.

The preamble to the opening report by the acting General-Secretary, Mr Zhao Ziyang, last Sunday, described Mr Deng as having made "a significant contribution to the formulation and development of present policies". It attributed this to "his courage in developing marxist theory, his realistic approach, his rich experience and his foresight and sagacity". The next day he and other elderly leaders were pictured together in the official *People's Daily*.

The clear inference is that Mr Deng need not retire yet. Less clear, however, is whether the change of heart comes from Mr Deng himself, worried that his policy of political restructuring may



Mr Deng Xiaoping adjusting his hearing aid at the congress yesterday. It had been predicted that he would retire at the end of the session, retaining only his Military Commission post.

run aground, from other elderly leaders unwilling to follow his example, or whether it comes from younger leaders who fear that without his support their own authority will be diminished.

Even Mr Zhao is thought to have difficulty exerting his authority in certain provinces where he is seen as an upstart without the necessary provincial grounding. Some believe that without Mr Deng visibly

behind him, he might not survive as leader. Other leaders who favour Mr Deng's policies of political reform — fixed tenure for party officials, separation of party and government functions and fewer party committees — might also find their careers and those policies at risk if Mr Deng were less in evidence.

Mr Li Zemin, another of the four provincial leaders questioned yesterday, said he

hoped that whatever post Mr Deng occupied, he would still take a leading role.

The continuing controversy over Mr Deng's retirement suggests, however, that many people in the Chinese Communist Party leadership fear for their jobs if Mr Deng steps back from the front line of power. Even half-way through the congress, the struggle for the post-Deng leadership has still not been resolved.

Jail or parole for arms skipper

From Roger Boyes, Rome

An Irish sea captain who brought a shipload of guns into Italian waters was jailed for four years yesterday — but told he could stay free if he agrees to live at the scene of the crime, the northern port of Savona.

Mr John Scallion, who brought the Gulf-bound, British-made guns into Italian waters some two weeks ago, was told he could be paroled immediately if he lived in Savona for the duration of the sentence.

"The judge wanted to show that arms trafficking to the Gulf under any conditions is a grave offence, but at the same time, he tried to make it obvious that the ship's master was only a pawn," a court room observer said on the telephone from Savona.

The verdict followed a demand by the Savona prosecutor, Signora Tiziana Parenti, for a five-year jail sentence.

Several hundred cases of tightly-packed, heavy machine guns, some of them supplied by the Royal Ordnance Company in Enfield, were discovered on board the *Fathallah* by Italian customs. The Italian authorities said that the captain, Mr Scallion, had not fully declared his cargo.

The thrust of Signora Parenti's argument yesterday was that documents were deliberately withheld.

Mr Scallion maintained that he had acted in good faith. As he celebrated with his relatives last night, it was still not clear if he would accept the parole terms or appeal.



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Filipino gunmen kill three US servicemen

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Nicaragua to widen amnesty but rejects talks with Contras

From Our Correspondent, San José, Costa Rica

Nicaragua will soon offer a broadened amnesty to the Contras, the Foreign Minister, Father Miguel d'Escoto, told Central American foreign ministers meeting here to discuss implementation of the regional peace pact.

But diplomats attending the two-day meeting said Father d'Escoto "refused to discuss" demands that the Nicaraguan Government should begin talks with leaders of the United States-backed Contras. Nicaragua has been insisting on talks with the US.

Emerging from the first day of meetings, Father d'Escoto confirmed that a new Nicaraguan amnesty law would come into force on November 5 to replace the one in effect since 1984.

November 5 is the day the regional peace pact signed by the five Central American presidents in August is to go into effect. The pact requires Central American Governments to institute democratic reforms, grant amnesties and arrange ceasefires with rebel forces.

Nicaragua, which has done more than any other country to implement the provisions of the pact in advance of

November 5, has nevertheless been refusing to hold talks with the Contras or, until now, to broaden its amnesty beyond allowing rebels to return to civilian life.

Diplomats attending the foreign ministers' meeting said Father d'Escoto did not elaborate on the new amnesty law other than to say it would be "very broad". El Salvador and Honduras have announced that they will institute new amnesty laws as part of the peace pact. That in El Salvador is likely to free right-wing "death squad" members as well as left-wing rebels.

Diplomats said the foreign ministers were discussing a proposed resolution calling on the United States and other Governments "not to do any-

thing to interfere with the peace plan". In Washington, Administration officials have announced their intention to seek continued funding for the Contras despite the peace pact's call for an end to aid for insurgent forces.

● **MANAGUA** - The Nicaraguan Archbishop, Cardinal Obando, has acknowledged attending a secret meeting with leaders of the Contras rebels at the weekend (David Gollob writes).

The meeting was the latest in a series of behind-the-scenes contacts between the Contras and opposition leaders in an apparent attempt to put pressure on the Nicaraguan Government to reconsider its refusal to negotiate a ceasefire with the rebels.

● **SAN SALVADOR** - Five National Guardsmen who were jailed for the rape and murder of four American churchwomen would be among those freed under the proposed amnesty in El Salvador (Reuters reports).

Also released will be the soldiers who murdered two American union advisers and the head of the Salvadorean Land Reform Commission the following month.

Batons drawn in Delhi press strike



Indian police dispersing striking employees of the country's leading anti-government newspaper, *Indian Express*, after they attempted to prevent fellow workers entering the newspaper's Delhi offices yesterday on the 14th day of a pay strike.

Gandhi sends envoy to talk with Jayewardene

Colombo - Mr Nadwar Singh, the Indian External Affairs Minister, arrived in Colombo yesterday for talks this morning with President Jayewardene of Sri Lanka (Vijitha Yapa writes).

Mr Singh arrived as a special emissary of Mr Rajiv

Gandhi, the Indian Prime Minister, and is expected to prepare for the meeting between the two leaders at the South Asian Association of Regional Co-operation summit next week.

Meanwhile, the Indian peacekeeping force found the

half-burnt bodies of 18 of their colleagues at Kokuvil, near Jaffna. These were some of the prisoners captured by the Liberation Tigers of Tamil Eelam. Last Sunday, in an interview published in a local newspaper, the Tigers' deputy leader, said they would be

treated as prisoners of war, and the Indian authorities are angry that the Tigers have not kept their word.

● **Trial starts** - The court martial of the naval rating who assaulted Mr Gandhi in Colombo on July 30 began yesterday.

Campus defies curbs by Pretoria

From Michael Hornsby, Johannesburg

The University of the Witwatersrand threw down the gauntlet to the South African Government here yesterday, declaring that it would not comply with new political conditions set for the granting of state subsidies to institutions of higher education.

Some 6,000 students and staff attended a general assembly on the campus lawns to protest against the conditions which went into effect on October 19.

Under the new measures, the Government requires the universities to prevent students and staff from using campus facilities and equipment to promote the aims of banned organizations.

University authorities are also required to report any campus disturbances within 21 days, and then to satisfy the Government that they have taken steps to prevent a recurrence.

Professor Philip Tobias, a leading anthropologist, told the gathering that the Government wanted the university "to become a Star Chamber, smelling out the political views and activities of students and staff members".

After the speeches members of staff and students of all races marched round the campus, as a police helicopter circled overhead.

Later riot police fired tear-gas canisters at about 250 white and black students who left the campus and marched into a street singing freedom songs. The authorities had given permission for an open-air meeting provided it was confined to the campus.

Similar protest gatherings were held at the universities of Natal, Cape Town and the Western Cape. The main Afrikaans-speaking universities have given their approval to the Government's measures.

Failure to comply could lead to cuts in state funding. This is a serious threat as most universities only derive about 20 per cent of their income from students' fees.

£4m injection from the state brings pay-bed medicine to Moscow

From Christopher Walker, Moscow

To the delight of the sick and the fury of ideological purists in the Communist Party, the Soviet Union's first hospital for paying patients has just opened at 62, Shosse Entuziastov, the highway along which the Tsar's prisoners once began their journey into Siberian exile.

The six-storey building, with its courteous staff and gleaming equipment, has been sanctioned by the party's Moscow branch in an attempt to relieve bottlenecks in the hard-pressed state service, and is already regarded as something of a monument to Mr Mikhail Gorbachev's reforms.

A large notice at the entrance informs would-be patients - who can come from any of the 15 Soviet republics - that the experimental hospital is self-financing. Treatment in one-bed or two-bed wards costs about 12 roubles (£12) a day over a maximum period of three weeks, with all expenses met by patients. To those familiar with the nightmares of the state service, where 27 per cent of district hospitals lack even a basic sewage system and only 35 per cent have hot water, the new 120-bed hospital is a revelation.

It was built with four million roubles of state money that do not have to be repaid, because the hospital is seen as a showpiece of

how the self-financing system, to be introduced next year to 60 per cent of Soviet industry, should operate. More fee-paying hospitals are planned.

The new hospital practices homoeopathy, the alternative medical system developed in Leipzig during the 18th century by Professor Samuel Hahnemann.

The hospital's instant popularity has already provoked anger from Soviet citizens opposed to paying for health care. "You are not fighting to improve the people's medical service," wrote one reader of *Izvestia*, the government newspaper. "You are fighting for added privileges for people with fur purses."

The chief physician, Dr Maria Zhukova, staunchly defended the new experiment as we toured wards which included the newest in Finnish exercise equipment, a department for acupuncture supervised by a Russian specialist, and a department for patients of a variety of ailments impossible to find in Moscow's unhygienic, overcrowded hospitals.

The fee-paying hospital has already received the seal of approval from the official journal, *Meditsinskaya Gazeta*, which reported with a note of undisguised amazement that it contained "unusually for a hospital... all sorts of home comforts, including an electronically heated massage table, se-

cluded rest room, and a carefully thought-out colour scheme for each of its four departments".

Free medical treatment is available to all in the Soviet Union, but resources are strained to the limit and many doctors woefully under-trained.

I found during my tour that patients were unanimously enthusiastic, as were doctors who receive on average the same wage as an unskilled labourer, about 200 roubles a month.

"The efficiency, the care and the surroundings are not comparable with anything I have come across," explained Mrs Larissa Beriova, a patient in the spacious gynaecological department. "After years I

have finally received a correct diagnosis of my condition."

Despite the glaringly obvious medical advantages of Moscow's health-care experiment, resistance to such deviations from the traditional communist medical system, with all its inefficiencies, remains entrenched and widespread. "It is all very well for those who can afford it," complained one visitor who had recently spent a month inside a state hospital, where he had to supply his own medicine from France and his own disposable needles from Finland.

However, another Muscovite said: "I do not want to be ill. But if I ever am, this is the place I would choose to come to."

Marxist failure, page 16

Kohl gives backing to museum

West Berlin (Reuters) - Chancellor Helmut Kohl yesterday signed an undertaking to build a huge and controversial German history museum in West Berlin. The multi-million pound project would emphasize the unity of the German nation, he said.

But across the divided city of Berlin, celebrating its 750th birthday, the East German Communist Party's chief ideologist, Mr Kurt Hager, strongly criticized West German politicians for wanting to unite the two Germanies.

Herr Kohl said at a ceremony in the old Reichstag building near the Berlin Wall: "The German history museum gains its political significance as a national task with European dimensions, especially against the background of the division of our fatherland. There is only one common history of the Germans."

Tit for tat

Copenhagen (Reuters) - Denmark expelled a Polish diplomat because of alleged espionage shortly before two Danes, Jens Ellekaer and Niels Hemmingsen, were arrested on spying charges in Poland, a Danish newspaper, *Berlingske Tidende*, reported.

Ozone alarm

Stockholm (Reuters) - Sweden's Environment Minister, Ms Birgitta Dahl, said that the widening hole in the earth's ozone layer was alarming and called for urgent international measures to deal with the problem.

Twin danger

Johannesburg (Reuters) - Ten-month-old black Siamese twins are in a critical condition in Baragwanath Hospital, Soweto, after losing blood during an operation to separate them.

Border killing

Mbabane (AP) - A South African soldier trying to intercept suspected guerrillas was killed during an exchange of fire just inside the Swaziland border.

Typhoon toll

Manila (AFP) - At least 71 people died in landslides and floods unleashed by Typhoon Lynn as it cut across the northern Philippines last week, the government disaster agency said.

Art theft

Bologna, Italy (AP) - Thieves stole the key and looted the museum in this Umbrian town, stealing a collection of 80 valuable art works including two canvases attributed to the Renaissance artist Perugino.

Ransom paid for Korean diplomat Beirut kidnap victim freed

From Juan Carlos Gumacio, west Beirut

Mr Do Chae Sung, a South Korean diplomat who was abducted in Muslim west Beirut almost 21 months ago, has been released and quickly left Lebanon after a ransom payment of "not less than one million dollars".

The announcement was made yesterday by Mr Nabih Berri, Lebanon's Minister of Justice, who heads the Muslim Amal militia.

The whereabouts of the released diplomat remain a mystery, however. According to some reports, Mr Do flew to Kuwait on Tuesday, one day after his captors handed him over to an unidentified South Korean envoy. The South

Korean Embassy in west Beirut declined to comment.

According to reliable sources, the kidnappers of Mr Do, a group calling itself Arab Revolutionary Cells, had approached the South Korean Embassy on several occasions shortly after the abduction of the diplomat on January 21, 1986. The abductors had reportedly promised "a quick solution" to Mr Do's ordeal if the South Korean Government paid a \$1 million (£590,000) ransom.

The South Koreans consistently rejected the offers even after the demand had been reduced to one quarter of the originally fixed sum. At one

point last year, the kidnappers were said to have been so desperately tired of the whole affair that they had asked the embassy "to at least pay the expenses of maintaining Mr Do".

Mr Do, the Second Secretary of the embassy, was until Monday among more than two dozen foreigners abducted by Lebanese extremists. Kidnappers still hold seven Americans, six Frenchmen, three Britons, a West German, an Italian, an Irishman and an Indian. Mr Terry Waite, the Church of England special envoy, was trying to secure their release when he disappeared in west Beirut last January.



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Government and opposition figures arrested in Malaysia

Mahathir acts to defuse racial tension

From M.G.G. Pillai, Kuala Lumpur

The Malaysian authorities have detained 63 men and women — including government and opposition politicians, leaders of public interest and consumer groups, university lecturers and educationists — in a security sweep that began on Tuesday morning.

All are being held without trial under the Internal Security Act, and Mr Tan Sri Manikjau, the head of police, said more people may be detained. Three newspapers, including the English language daily, *The Star*, have also been banned.

The Government detained several members of the ruling coalition as well, with "hot heads" among the Malay and Chinese communities among them.

Those detained include Mr Lim Kit Siang, the leader of the opposition; Dr Chandra Muzaffar, the president of the Asian pressure group; seven other Members of Parliament, including a senator, of whom three were members of the ruling coalition; and at least five state assemblymen. Altogether, 40 Chinese, 15 Malays and eight Indians were detained.

The Prime Minister, Mr Datuk Seri Mahathir Mohamed, who is also Home Affairs Minister, justified the detentions in a statement to

Parliament yesterday on the grounds that racial tensions had been brought to fever pitch over a number of issues.

He blamed the opposition Democratic Action Party, which Mr Lim leads, for raising tensions but also attacked some members of his United Malays National Organisation and the Malaysian Chinese Association, both of which are in the coalition, for their role in the affair.

He also banned all public rallies, including a planned United Malays National Organisation rally on Sunday which had been intended to mark its 41st anniversary. His statement came as nervous citizens began stocking up food or arranged to leave town in anticipation of trouble.

The United Malays National Organisation youth wing has demanded that a Malaysian Chinese Association Cabinet Minister, Mr Lee Kim Sai, be dismissed.

There is much tension in the air, added in no small measure by Malay and Chinese politicians, both government and opposition, unwilling to negotiate behind the scenes, scoring points off each other for short-term political gain.

This time, political brinkmanship has centred on the promotion of non-Mandarin-speaking teachers in govern-



Malaysians in Kuala Lumpur reading the arrests yesterday in the last edition of *The Star* before it was banned.

ment-aided Chinese primary schools. But this was only one of the issues that have exacerbated tensions.

That racial tensions have been exacerbated between the Malays and the Chinese is not in doubt.

The Prime Minister is him-

self under considerable pressure from within his own party, with attention focused on a legal action by 12 party members to declare the April party election null and void.

The confrontation between the United Malays National Organisation and the Malay-

sian Chinese Association adds to his problems, especially since the youth wings of both parties have jumped onto different bandwagons.

His firm action yesterday indicated that he meant business. It was the first time since he became Prime Minister in

1981 that he had used the Internal Security Act, with its provisions for detention without trial against those he feels are accelerating national security fears. That he also moved against members of his own party reduced tensions considerably.

Fiji allays fears of Indians on union and judicial posts

From A Correspondent, Suva

The latest edicts from Fiji's three-week-old republican Government have eased fears that it plans to suppress the Indian half of the population in two areas where it has been predominant: the judiciary and the trade unions.

A new judiciary, appointed to take over from those whose appointments lapsed with the resignation of the Governor-General, Ratu Sir Penaia Ganilau, consists of three Fiji Indians, two indigenous Fijians and two veteran expatriates — a Briton and a New Zealander. Of the new nine-member magistracy, seven are Indians and two are Fijians.

Reports in Australia and New Zealand have suggested that the judicial services would be completely "Fijianized" — although qualified Indians far outnumber native Fijians.

In addition, while dedicated to furthering ethnic Fijian supremacy in all areas, the Government has reached a compromise with the Indian-led trade unions.

After the second military coup on September 25, it cracked down hard on union activity.

When the Fiji Trade Union Congress appealed to the Australian Council of Trade Unions for support, the latter

said it would ask its airline union members to ban all flights to and from Fiji. Faced with the crippling of its tourist industry, which brings in hard currency, the Government scrapped most restrictions on the unions and the Australian body yesterday announced its withdrawal of the ban.

Meanwhile, Fiji's status as a member of the Commonwealth and its links with the Crown remain confused. At the recent Commonwealth heads of government meeting in Vancouver, officials indicated that Fiji's membership had lapsed after Colonel Sitiveni Rabuka's declaration of a republic and the resignation of the Governor-General.

But the Foreign Minister, Mr Filipe Bole, told *The Times* yesterday that no word had been received from the Commonwealth Secretariat that Fiji was no longer a member.

Mr Bole has prepared new foreign policy initiatives. These are: to promote recognition of the republic and the Government, to seek new trading partners, to campaign for the restoration of the tourist industry, and to attract foreign investment and technical assistance other than from Australia and New Zealand.

'Detente' in Egypt

Mubarak's rivals seek wider forum

From Ian Murray, Cairo

"We were promised peace and prosperity. We got the peace without the prosperity," Professor Moussa Makram Ebeid, leader of the New Wafd, Egypt's main opposition party, summed up the problems he saw facing President Mubarak as he starts his second six-year term in office.

The peace with Israel remains an unpopular, but essential, cornerstone of the President's policy, although it could be undermined by the lack of prosperity coupled, perhaps, with growing Islamic fundamentalism. "The masses are frustrated. They find no houses, no housing, no national design," she said.

At the same time, she finds no opportunity for opposition parties to put an alternative case. "There are immense constraints on democracy. What exists is more of a detente, a bit of a letting go. The newspapers are very free to criticize, but they are not read by the masses, who only see the government point of view on television."

"The opposition parties cannot trigger the imagination of the young intellectuals. Against this, Islam is playing in a vacuum. Economic and social problems mobilize youngsters who see Islam as the solution. Nobody questions it. The Government is hesitant and contradictory in the way it deals with the problem. The danger is that fundamentalism can cause havoc."

Her solution is to allow greater democratic freedom for parties to organize and to publicize their ideas between elections and to get away from a system centred on President Mubarak. "We appreciate his having done a great deal for Egypt, but one man cannot solve all the economic and social problems," she said.

Egypt's soaring birth rate and the concentration of the population in Cairo represent

the main threats to national stability and chances of economic recovery.

In a high-rise office block in Nasser City, a modern Cairo suburb beyond the teeming slums of the City of the Dead and the sprawling army camps, the results of the latest national census are gloomily being studied at the Central Agency for Public Mobilization and Statistics.

Preliminary results, just published, show that the population is increasing by nearly 3 per cent a year, more and more young people of the type needed to build the country are going abroad, and most of the 48 million Egyptians live in just 4 per cent of the total land area.

"It is hardly possible to accommodate the anticipated population increase in the long run," the report says. If present trends continue, the population will reach 65 million by the middle of the next decade. Other studies are more hopeful. Nearly one in four can now read and write, compared with one in five 10 years ago. The number at university has doubled to one in 20, while one house in five has been built in the past six years.

But a quarter of all homes still have no pure water supply and overcrowding is rife, despite the fact nearly one housing unit in five is vacant. Tens of thousands live in makeshift accommodation, like the tombs of the City of the Dead.

Despite the poverty, the population continues to increase by about a million every nine months. "People do not care, because they believe the centralized state will take care of them," Professor Ebeid explained. "Family planning will come only with a more flexible democracy, because then you will be able to convince the people."

Leading article, page 17

Italian air strike challenges Gorla

From Roger Boyes, Rome

The Italian stewardess, who should have been telling airline passengers to put out their cigarettes and have a nice flight, smiled gently and handed over a leaflet declaring: "Fight for justice! The alternative to a strike is suicide."

The woman — one might say strikingly attractive — then shrugged off her militancy and helped an elderly Japanese man to unload his luggage trolley. Rome airport is an international refugee camp this week: heads propped up on Luis Vuitton, wrapped only in Valentino, the jet set has been roughing it along with humble nomads.

Signor Giovanni Gorla, the Prime Minister of Italy, faced with a week of strikes that is causing about 40 national and international cancellations daily and several hours of delays, has decided to address the nation about the spreading industrial unrest.

To add to the Alitalia airline action, the trains are due to strike this week, too. Bussan, having won some concessions, are holding off for the time being. The strikes are wildest, organized by the so-called Base Committees — known as Cobas — of grassroots workers.

For the most part, they are in flagrant opposition to the advice of the leaders of the three great public-sector union syndicates, the CGIL, the CISL and the UIL.

The established unions are dismissed by the strikers as being in the pocket of the Government. The airline pilots, stewardesses and ground personnel want better pay, more flexible shift arrangements and more secure pension funds.

For Signor Gorla, it is certainly a question of fastening his safety belt. His idea of a law limiting the right to strike for some public-sector employees has gained public backing — at least from the travelling section of the Italian population. But only one of the three union syndicates — the socialist-backed UIL — supports the idea.

And as the wildest committee is showing, it can paralyze the nation quickly by way of response to anti-strike legislation. With crucial referendums due to be held on November 8, the last thing Signor Gorla wants is a showdown with the workers — but hesitation is losing him ground. His address to Parliament later this week will be strong at least in rhetoric.

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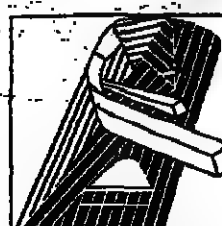
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SPECTRUM

The new Lord Chancellor has a brilliant legal mind, but will he be Thatcher's poodle or a Highland terrier?

It is as well that the House of Lords does not sit on a Sunday, otherwise the newly appointed Lord Chancellor might have had to indulge in prolonged legal argument with his conscience, knowing full well that final judgement would be in favour of the Almighty.

Lord Mackay of Clashfern, the first member of the Scottish bar — although certainly not the first Scot — to become head of the English judiciary, is a devout and active member of the Free Presbyterian Church, a strict Calvinist sect drawing its membership mainly from the fishing and crofting communities of the Scottish Highlands and Islands, and known to the outside world chiefly for its opposition to the running of Hebridean ferries on the Sabbath.

It is a stern creed, born partly of the harsh and unyielding landscape of the far north-west, and partly from a long Scottish tradition of literacy and logic, which can on the one hand produce a rather slavish adherence to, and literal interpretation of, the words of Scripture, and on the other give birth to philosophers of the class of David Hume and Adam Smith.

James Mackay is the embodiment of the 18th-century Scottish Enlightenment, two centuries on. The son of a humble Highland railwayman, he made his way to George Heriot's, one of several outstanding semi-independent Edinburgh schools endowed for the improvement of the sons and daughters of poor but deserving folk, and from there progressed to distinction at Edinburgh University in the coldly logical disciplines of mathematics and natural philosophy (known in the rest of the world as physics). After a spell teaching mathematics at St Andrews and Cambridge, he returned to Edinburgh to take his Scots law degree with distinction in 1955.

Behind the classical facades of the lawyers' chambers in the New Town of Edinburgh, there is immense satisfaction that one of their number has achieved the highest legal office in the United Kingdom, having previously, as Lord Advocate, headed the distinctly separate Scottish legal system. "He ran one law system extremely well, and to Mrs Thatcher's obvious satisfaction. There is no reason why he cannot now run the other; they are not so different," one of his Scottish law colleagues said yesterday.

He has no particular political track record, having swiftly joined the Conservative Party in 1979

Calculations of the outsider

THE TIMES PROFILE

LORD MACKAY OF CLASHFERN

1927: Born July 2, educated at George Heriot's School, Edinburgh, and Edinburgh University.
1948: Lecturer in mathematics, University of St Andrews.
1955: Bachelor of Law, Edinburgh (with distinction); admitted to Faculty of Advocates.
1958: Married; one son, two daughters.
1955: Queen's Counsel.
1979: Lord Advocate of Scotland; created a life peer.
1985: Lord of Appeal in Ordinary.

when, as Dean of the Faculty of Advocates in Scotland (equivalent to chairman of the Bar Council and therefore Scotland's most eminent lawyer), it seemed likely he might be offered a job by the incoming Government. "He is the most brilliant legal mind, and the least political, since Lord Simonds sat on the Woolsack in 1951," a prominent member of the Scottish Bar said. "He is less political, but legally much sharper, than either Elwyn-Jones or Hailsham, and he is certainly not a political hustler like Havers."

Lord Mackay, who is aged 60, is said by those who have had contact with him to be extremely modest, self-effacing, and with a dry sense of humour that needs some drawing out. In London, where there is some disappointment that an outsider who has not spent the last 30 years making the right friends

around the Temple has got the top job, the feeling is nevertheless that he was probably the only real candidate.

Appointed Lord Advocate by the new Conservative Government in 1979, Mackay had a principal success as Scotland's principal law officer in skillfully steering through the Scottish Criminal Justice Bill of the following year; its most notable provisions were the banning of alcohol in football grounds, a measure which is still regarded as being a major contributor to better crowd behaviour on the terraces, if not on the streets outside, and the relaxing of the Scottish law on homosexuality, which provoked the memorable cartoon, "It's a grand day for the Gay Gordons".

He weathered the storm of the celebrated Glasgow rape case, when his department (although not he personally) dropped rape charges against three youths because the victim was regarded as being so unstable that she might have taken her own life if obliged to give evidence. After a public outcry, Lord Mackay took the rare step of allowing a private prosecution.

He also backed abolition of the right to silence in police stations, now under consideration by the Home Secretary for England and Wales, and it is being assumed that Lord Mackay will take the same view south of the border. But at the same time, he produced the idea of the judicial examiner, whereby a judge can interrogate the suspect before a trial. He is a strong believer in the Scottish system of the procurator-fiscal, and supported the introduction of its watered-down English equivalent, the Crown Prosecution Service.

English lawyers seem on the whole prepared to forgive the fact that the new Lord Chancellor is an outsider, even intending to keep his principal home with his wife and

three children in Edinburgh, and hope that he will bring a fresh approach. "He is likely to be more open-minded about reform than some of his predecessors," one barrister said.

Nicholas Fairbairn MP, Solicitor-General for Scotland until his resignation over the Glasgow rape case, says: "The unique characteristic of a Scottish judge making appointments to the English bench is that he will have no scores to settle. He is a man of infinite charm and beautiful manners."

In Scotland, Lord Mackay was instrumental in placing many more solicitors on the bench of sheriff courts, and is therefore likely to favour the appointment of more solicitor-judges now that he is in charge of appointments to the bench south of the border.

This allegedly apolitical lawyer's lawyer will have a seat in the Cab-

inet, in the opinion of his peers, however, he is unlikely to make any great mark. "As he is not a politician, we must assume he will be no more than a Thatcher poodle — at least to begin with," one said. "He doesn't know half the people in the Cabinet; he has never mixed with them, and one reason for his appointment must be that the Prime Minister assumes he won't be making any waves."

"But you never know; poodles have been known to turn into terriers — even West Highland terriers."

Alan Hamilton



FINDINGS

A weekly series on research

ARCHAEOLOGY



Boomerangs may be much older than we think — and of European origin. Excavations at the Obolazowa rock cave in southern Poland have yielded a slice of mammoth tusk with the arcuate shape of the familiar Australian boomerang, carefully smoothed and polished on one side and using the natural curvature of the tusk surface on the other. Archaeologists from the Polish Academy of Sciences date the implement to about 23,000 years ago: split reindeer bone found nearby suggests the type of game that it may have been used to hunt. Whether the boomerang returns to the thrower's hand cannot be ascertained: apart from the risk of damaging the specimen, the ivory's long burial has deformed it. Norman Hammond

ASTRONOMY



The most complicated organic molecule outside the Milky Way, methanol (CH₃OH) has been identified by researchers using the Franco-German 30-metre millimetre telescope in Pico Veleta, Spain. This extra-galactic solution was detected in the "IC343" and "NGC253" galaxies, about 10 million light years away. On earth methanol, or wood spirit, is a colourless and poisonous liquid, found in plant oils such as wintergreen. Andrew Wiseman

PUBLIC OPINION



Since 1973, the year before Labour last took office, trade unionists have changed considerably. According to an analysis by MORI the proportion of trade unionists who own shares has more than tripled, from 6 per cent to 22 per cent, while the percentage owning a telephone has risen from 36 per cent to 86 per cent. Eight in 10 trade union members are now home owners, against four in 10 (43 per cent) in 1973. Women now account for 31 per cent of the rank and file, against 23 per cent in 1973. Robert Worcester

ZOOLOGY



Marine mammals such as the Antarctic Weddell seal, which hauls out on the ice to breed for a short time each year, face special problems when it comes to rearing young. In a recent study of the Weddell seal two Australian scientists caught suckling pups with their mothers and injected a small dose of a radio-active marker into the pups. Changes in concentration of this marker was used to calculate milk intakes. The results showed that pups consumed 2.75 to 5.5 litres of high energy milk and grew at half a kilogramme a day. But the mothers lost 59 per cent of their body weight over the six to seven week lactation period. Andrew London

Serving up a student surprise

Aspiring young British chefs are being snapped up by the French — and it's our hotels that are to blame

Next time you enjoy a meal in some out-of-the-way, Michelin-starred hotel deep in the French countryside, savouring the exquisite sense of superiority that comes of escaping the tourist track, here is a sobering thought: the flawless fish and perfect pâtisserie may very well have been prepared, even served to your table with Gallic flair, by a 16-year-old from Bournemouth.

This summer, 37 of France's best regional hotels were invaded by more than 50 students on work experience breaks from the Hotel Chef Diploma Course at the unromantically named Bournemouth College of Further Education.

Such has been the students' success that the course's senior lecturer, Peter Taylor, is now being offered more places in France than he has students to fill them, and he has even persuaded the notoriously male chauvinist French hotel establishment to take six female students.

One award-winning chef has just written to Taylor from Provence to offer a full-time job for a student in his kitchen. He added graciously: "If all your students are of the same calibre, I can only encourage you to continue in the same fashion."

Taylor, who is a senior member of the Académie Culinaire de France and has



Chef's success: Mark Whittle and Sharon Stagnare in Brittany

worked in the kitchens of the Savoy and Grosvenor hotels as well as in France and Switzerland, turned to French hotels despairing of the low morale and standards in their British counterparts. "There is a lot of the 'sweaty cook' syndrome," he says. "The British hotels I approach usually want the students to work for nothing and rarely offer the right kind of environment. I don't want my students working for five months next

to people who regard cooking as a matter of opening tins and slinging food out anyhow."

That low morale now seems to have even seeped through to school leavers. Last year 170 youngsters applied for the 56 places on Bournemouth's Hotel Chef Diploma Course. This year only 72 have applied. Taylor blames the fall on the widespread abuse of the Government's Youth Training Scheme.

"Many places use the

Hotels in Britain usually want the student to work for nothing

scheme to fill jobs that should be done by fully-trained people. And why not? It only costs them £10 a week to use a YTS girl or boy to wait at tables or help in the kitchen, with £17.50 added on by the Government. I shudder to think how customers who pay £40 for a meal in one of these places would react if they knew they had just paid the waiter's wages for a month."

one that matches the standards he looks for in the French hotels, where the youngsters are paid £30 a week, pocket-money plus bed, board and laundry thrown in free. More importantly, the students pick up an approach to their work which they could hardly ever find in Britain. "They learn to take a pride in what they do," says Taylor. "They are surrounded by professionals who take their trade seriously."

"If your first working experience involves being a perfectionist, the habit stays throughout your career; if you work alongside a sweaty cook in Britain you learn that the customer doesn't really matter, never bothers to complain and doesn't know much about food anyway. That is not the attitude for our students."

Sarah Thompson

CONCISE CROSSWORD NO 1399

ACROSS

1 Rigoorous (6)
 4 Reach (6)
 9 S. Africa president (1,1,3)
 10 Encouragement (5)
 11 Face cloth (4)
 12 Baggage (7)
 14 Scorpion grass (6-2-3)
 18 Lighthouse top (7)
 19 Nameless (4)
 22 Revolt (5)
 24 Preliminary (7)
 25 Cleaning cloth (6)
 26 Respect (6)

DOWN

1 Tiny drinks (4)
 2 Russian currency (5)
 3 Goods list (9)
 5 Typewriter column key (3)
 6 Lustrous green pear (7)
 7 Gossip (6)
 8 Ping pong (5,6)

SOLUTION TO NO 1398

ACROSS: 1 Stretchy 5 Blob 9 Snuidgen 10 Anzio 11 Hussy
 12 Arena 13 Metre 15 Vital 16 Deniro 18 Moire 20 Bower 21 Dubious 23 Earn 24 Exorcise
 DOWN: 1 Sistra 2 Reissert 3 Tug 4 Bower 5 Ganymede 11 Hallmark 14 Hang Seng index 6 Lazy 7 Mouse 18 Eywer 22 Hailmark 24 Tandooni 15 Viable

The image shows a crossword puzzle grid. The grid is 26 squares wide and 26 squares high. Black squares are placed in the following positions (row, column): (1,1), (1,2), (1,3), (1,4), (1,5), (1,6), (1,7), (1,8), (1,9), (1,10), (1,11), (1,12), (1,13), (1,14), (1,15), (1,16), (1,17), (1,18), (1,19), (1,20), (1,21), (1,22), (1,23), (1,24), (1,25), (1,26), (2,1), (2,2), (2,3), (2,4), (2,5), (2,6), (2,7), (2,8), (2,9), (2,10), (2,11), (2,12), (2,13), (2,14), (2,15), (2,16), (2,17), (2,18), (2,19), (2,20), (2,21), (2,22), (2,23), (2,24), (2,25), (2,26), (3,1), (3,2), (3,3), (3,4), (3,5), (3,6), (3,7), (3,8), (3,9), (3,10), (3,11), (3,12), (3,13), (3,14), (3,15), (3,16), (3,17), (3,18), (3,19), (3,20), (3,21), (3,22), (3,23), (3,24), (3,25), (3,26), (4,1), (4,2), (4,3), (4,4), (4,5), (4,6), (4,7), (4,8), (4,9), (4,10), (4,11), (4,12), (4,13), (4,14), (4,15), (4,16), (4,17), (4,18), (4,19), (4,20), (4,21), (4,22), (4,23), (4,24), (4,25), (4,26), (5,1), (5,2), (5,3), (5,4), (5,5), (5,6), (5,7), (5,8), (5,9), (5,10), (5,11), (5,12), (5,13), (5,14), (5,15), (5,16), (5,17), (5,18), 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SOLUTION TO NO 1398
ACROSS: 1 Stretchy 5 Blob 9 Snidgen 10 Anzio 11 Husky 12 Arena 13 Vitae 15 Vital 16 Denim 18 Moist 20 Bower 21 Dubious 23 Earn 24 Exorcise
DOWN: 1 Sister 2 Reinsart 3 Jug 4 Hang Seng index 6 Lazy 7 Bookie 8 Gynode 11 Hallmark 14 Tandoon 15 Viable 17 Mousse 19 Ewer 22 Bar

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Why do you drink Perrier?

You drink it, of course, because you like it.

Because it is pure, French, naturally sparkling, refreshing.

Or you drink it because you are usually given Perrier when you ask for mineral water.

Or because you ask for Perrier and not for mineral water, using the name as a generic.

None of which quite answers the question.

Why Perrier?

Why not some other mineral water?

Why mineral water at all?

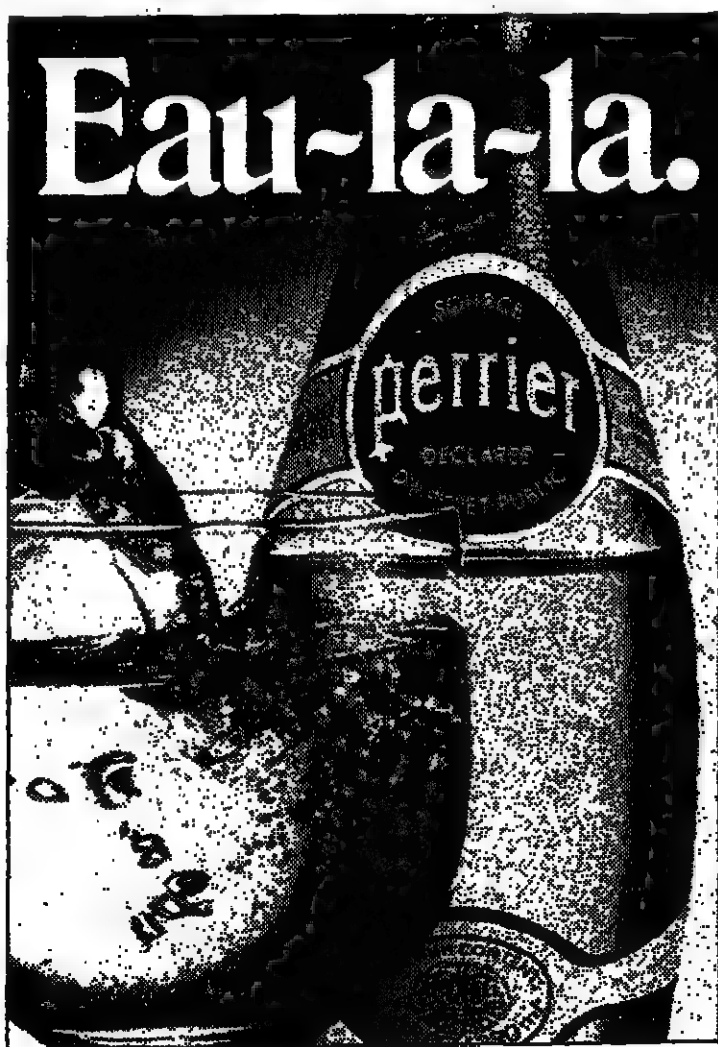
To answer those questions, we must go back eleven years.

In 1976, the British bought 6 million bottles of mineral water.

Fewer than 3 million of them were bottles of Perrier.

And somebody expressed the not unreasonable opinion that the British would never pay for water.

In 1978, Leo Burnett ran this modest four-sheet poster in London:



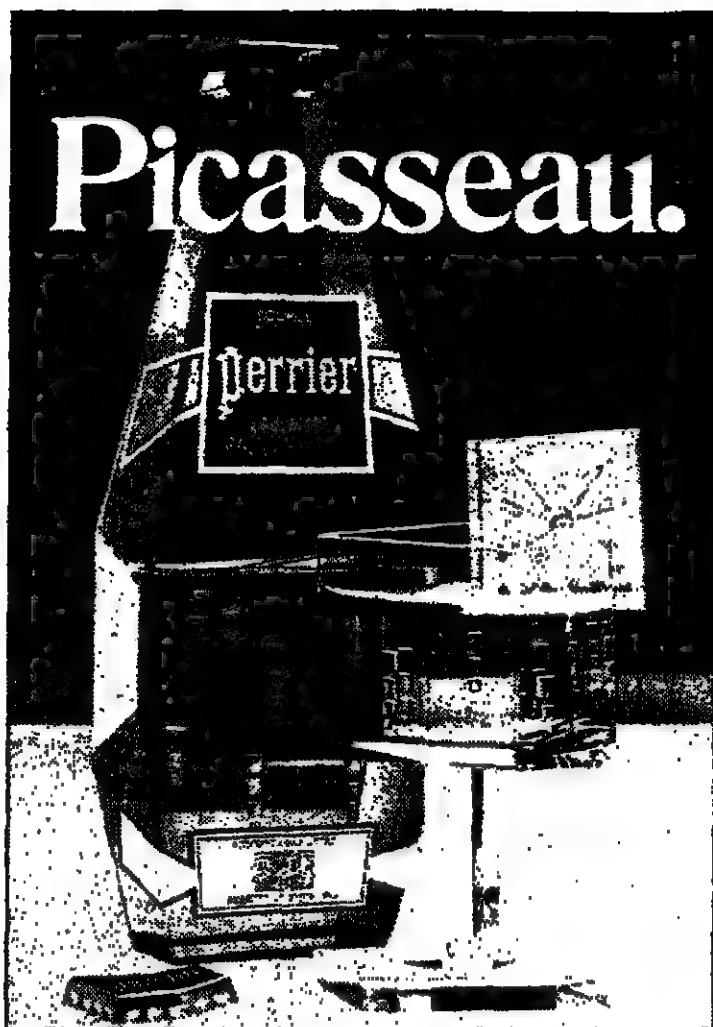
Since then, a lot of water has flowed under the bridge.

Last year, the British bought 128 million bottles of mineral water.

More than 77 million of them were bottles of Perrier.

In the last 12 months, Perrier have sold more than 100 million bottles and sold 4 million in one week alone.

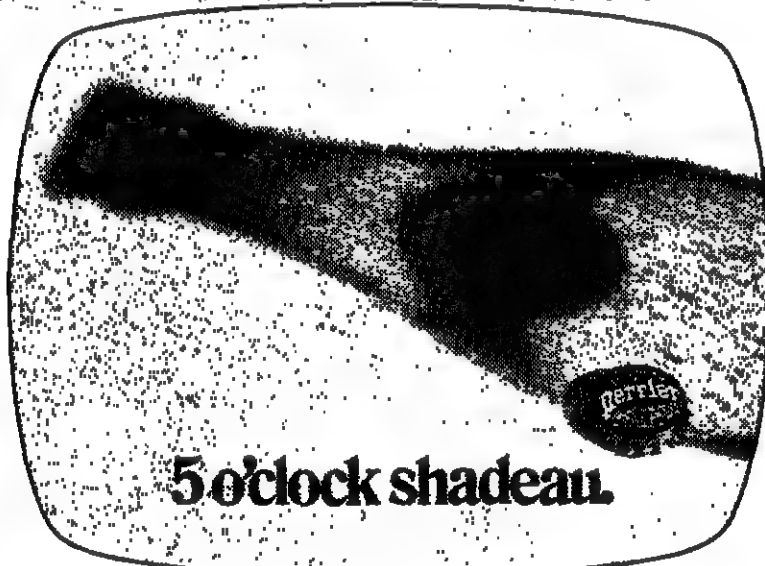
It has a bigger share of that much



bigger market and is still far and away the brand leader.

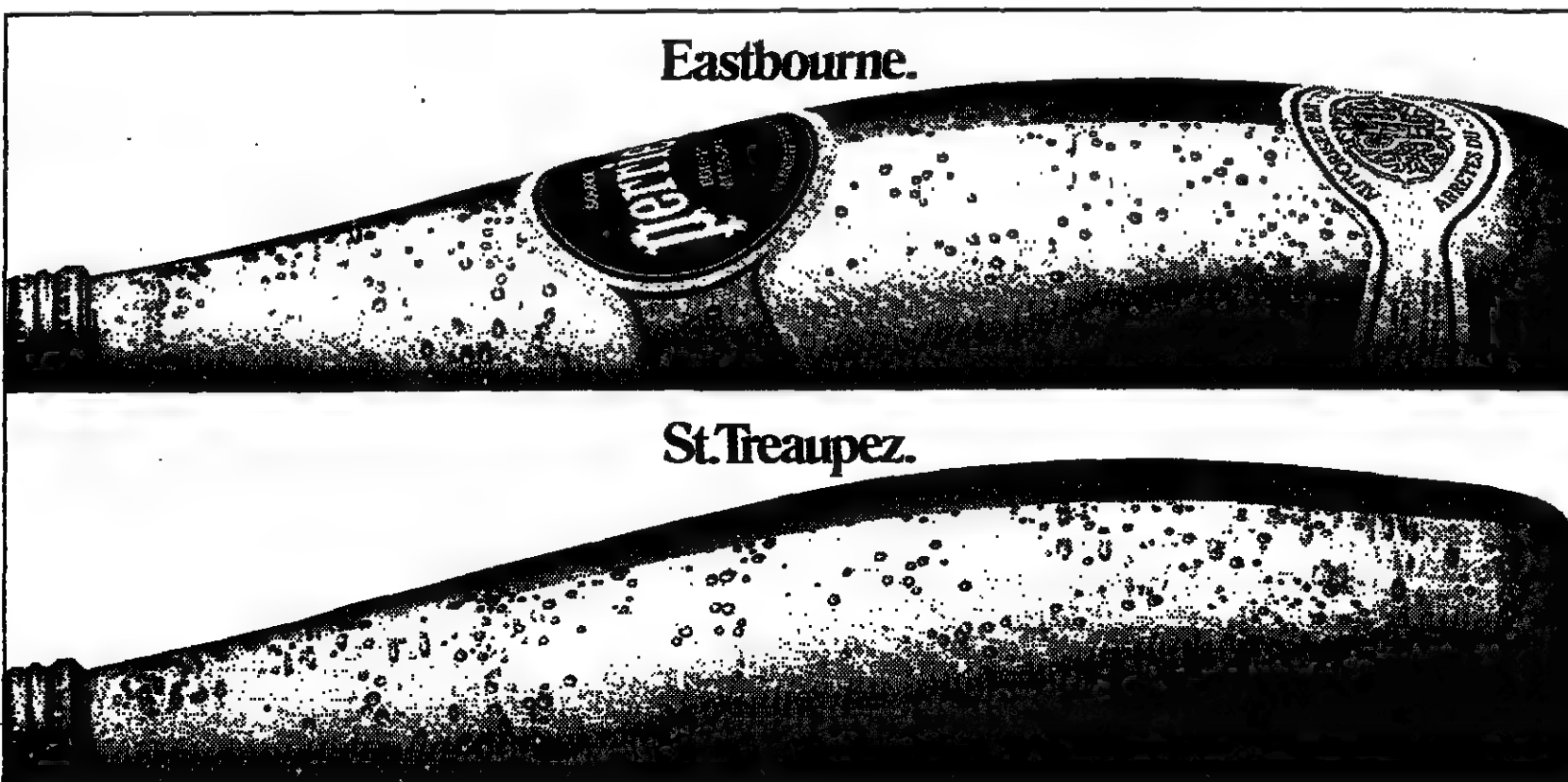
Despite the coming of many new waters.

Despite even the competition of own-label.



Not much, though, has happened to the advertising.

It appears in more media and more



parts of the country, but the campaign is still the same.

Not because we are complacent or have run out of ideas.

But because it is still building the brand and increasing the sales.

Its success, in fact, is deceptive.

The Perrier campaign looks far bigger than it is because it is long-running and consistent.

Which brings with it an added advantage:

Having built a brand, you can extend it.

Last year, Perrier introduced Perrier flavours.

We considered other campaigns, but this was the launch advertisement:



Perrier flavours have now sold more than 15 million bottles.

The advertising, of course, isn't the only reason.

Perrier is an excellent product, as you know.

But, without the advertising, would you have known it?

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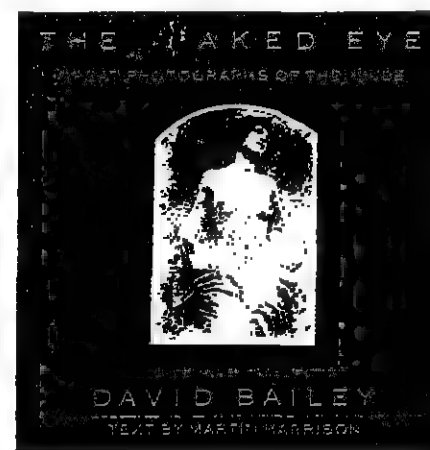
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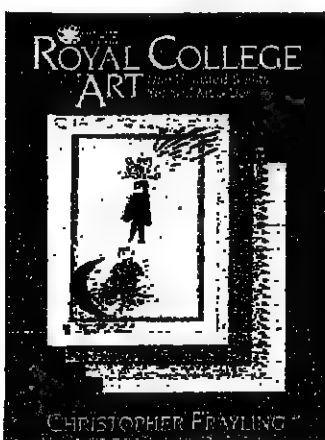
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THE TIMES DIARY

Kinnock's new cross

Stuart Weir, appointed *New Statesman* editor on Tuesday night despite his withdrawal last week from the competition to succeed John Lloyd, exercised his editorial influence immediately on British Telecom. The 48-year-old former editor of *Labour's New Socialist*, who left Walworth Road under a cloud in May for recommending tactical voting, was physically summoned to the selection board in the weekly's aptly named premises, Perseverance Works. His telephone had been out of order for 10 days and thus his first task on accepting the £20,000 job was to point out to BT that any press release would say why he was *incommunicado*. By yesterday morning a small yellow van had arrived outside his North London home. But Neil Kinnock is unlikely to use the now repaired line. He will regard the compromise appointment as ending a brief era in which the magazine, to the fury of some staff, could be counted as a supporter.

Labour Weekly, whose death sentence was sealed by the party's NEC yesterday, will not go quietly into that good night when its final issue appears tomorrow. Having devoted a page to the hard-left Chesterfield conference last week, founder editor Donald Ross, in the chair since 1971, promises a fiery leader about the closure. "It has nothing to do with economics," he told me. "People running the party today are not interested in communication within, only communications from the top downward."

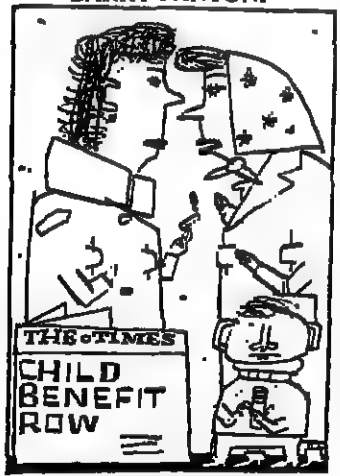
Receiving end

Crime writer P.D. James cannot be accused of breaching Christ's teaching to "judge not that ye be judged." As she and the other judges ponder the relative literary merit of the Booker prize entries this afternoon, her own novel, *A Taste for Death*, is being weighed against the works of eight other authors for this year's Medici Etranger Prize, to be announced in Paris late next month. I learn, meanwhile, that Iris Murdoch is to attend the Booker ceremony after all. Though she is being made a companion of the Royal Society of Literature tonight, she will leave in time to get to the Guildhall. The bad news is that another front-runner, Brian (pronounced Green) Moore, has decided not to make the trip from Malibu.

Blue setters

If the Tory party's new chairman really intends to update the party machine in readiness for the 21st century, he could start by clearing the dogs out of the works. Callers to Smith Square have long put up with canine yapping interrupting their conversations. Indeed, one official takes a large black Labrador to work which is frequently seen relieving itself in the gutter. "Some of the dogs who work here regard Central Office as an extension of their life by other means," one aggrieved party worker told me - while admitting that a new chairman might find it easier to oust the human dead wood than the dogs.

BARRY FANTONI



"We're going round our gran's to share her cold weather allowance"

Take no notice

Visitors to Australia's Northern Territory have been removing the "Crocodile-infested Waters" signs for souvenirs in such numbers that the beasts have been able to make a number of human souvenirs. At least five tourists have died over the past two years. Now, faced with an influx of visitors since the film *Crocodile Dundee*, the authorities have found a solution. The replacement notices will be 60 ft square - too big for even the most dedicated memento hunter to secrete in a suitcase.

Siphoned off

A case of sour grapes? Tom Byers, a director of the monthly wine magazine *Decanter*, has been sacked after the company discovered that a rival publication had been set up registered at his home address. Byers is furious. He tells me the new venture was launched by his wife and father-in-law, and that he became involved only after his dismissal from *Decanter*. Staff there are, however, chuckling at the irony of his departure. The man who gave Byers his marching orders, chairman Colin Parnell, himself left the Haymarket publication *Wine and Spirit* (albeit by mutual agreement) in December 1975, three months after he had helped launch the rival *Decanter*.

PHS

Lenin's legacy: George Urban suggests that dogma will prevail over Gorbachov's efforts to reform an increasingly moribund system

How the Revolution failed the people

Karl Marx and his disciples gave six fundamental hostages to fortune when, in the mid-19th century, they declared communism to be a guide to practical action. They predicted that no new social order could arise except on the economic foundations prepared for it by the old, that the working class would become increasingly impoverished and alienated as capitalism developed; that "great men" would have no decisive impact on the unfolding design of history; that the classless society would be self-managing and do away with specialization and bureaucracy; that nationalism would disappear under the benign pressure of international class solidarity; and that warlike conflicts would be ruled out among "socialist" states.

Every one of these predictions has been refuted by the evidence of history. "Scientific socialism", when empirically tested, has been found wanting. So high a failure rate would have wrecked the future chances of any political programme of rational appeal. But the decisive appeal of Marxism-Leninism has never been merely or even predominantly rational. From the very beginning it fed on the Utopian longings of restless intellectuals - intellectuals of the type who, in an earlier age, would have preached a comparable message with comparable fervour as vagrant scholars or egalitarian clerics along the trade routes of Europe. It still does.

Seventy years after the Bolshevik revolution, however, the exposed nerve of the Soviet system is not only Marx's failure to foresee a world very different from the one he or even Lenin lived in, but the failure of the more recent and present leaders of the movement to satisfy the elementary social and economic needs of the people.

Communist governments of the Soviet type nevertheless make one crucial claim when comparing themselves with "bourgeois" or "capitalist" societies. They say that their performance "in the service of Man" is superior because socialism guarantees the satisfaction of every citizen's social and economic needs, such as health care, housing and employment. They call them social and economic "rights" and aver that "human rights" as advocated in the West can have no meaning unless the rights to be fed, housed, employed and medically looked after are first met. Frequently they suggest that their worth as a new civilization should be measured by their performance in these areas.

Have the communist systems, in fact, satisfied those social and economic needs that form the very basis of their claim to legitimacy? If they have, something may, perhaps, be said in extenuation of the sacrifices exacted: if they have not, the whole communist experiment collapses under the weight of its own failures. A "socialism" that excels in manufacturing bacteria and nuclear arms but cannot house and feed its population cancels out its reason to exist.

Communist achievements in the field of economic and social "rights" vary from the banal to the

Although the radical education bill which Kenneth Baker will introduce next month makes no provision for education vouchers, it will create the conditions necessary if vouchers are to be viable in the future.

Many fear that this is the government's long-term intention. For it is a remarkable feature of post-war education that all change that has led to tighter bureaucratic or political control has been welcomed as progressive by the education producer lobby (the Department of Education, local education authorities, teacher unions, and a largely sympathetic educational press), but all proposals, such as voucher schemes, for loosening this grip and devolving power to the consumer have been denounced as reactionary.

The comprehensive reorganization of most of the country's secondary schools was not the education system's response to a tide of popular discontent with the state of the nation's schools but an attempt by largely well-meaning educational lobbies and pressure groups to create what they felt would be a fairer and more efficient system of provision. The people at large were not consulted. It was the brainchild of the "we are the experts; we know best" section of opinion.

The organizational upheaval occasioned by this radical change in structure was immense, the financial cost considerable. The price some teachers had to pay proved altogether too high. New techniques had to be acquired for coping with the wider range of pupils' abilities and aptitudes; new organizational strategies and practices had to be adopted. For some, it was immensely exciting and challenging, for others it an intolerable strain.



"The sacrifices have been stupendous; the results commonplace, often shaming"

minuscule. The sacrifices have been stupendous - the results commonplace and often shaming in the context of the rapid modernization and growing affluence of the rest of the industrialized world. Never has so much misery been spread to attain what the Japanese, for example, starting from a comparably backward economic base, attained and more than attained without a Stalin, without show trials, gulags or the starvation of millions.

Housing in the communist countries is extremely poor, if not downright degrading; health care inadequate and subject to almost universal corruption; the care of the old and disabled callous by any standard of human dignity, and the protection of the environment conspicuous by its virtual absence.

The depopulation of nature in East Germany, the Czech lands and Silesia is a menace to that "common house of Europe" that Mikhail Gorbachov says he is anxious to protect.

Even providing the population with a proper diet represents a serious problem, especially in the non-metropolitan areas of the Soviet Union. One of the world's leading exporters of grain before the First World War, Russia is no longer able to feed itself without outside support.

Only in satisfying the "right to work" has the Soviet type of socialism been able to maintain a statistical show of full employment. But as Gorbachov and his economic advisers have frequently hinted, the price has been overmanning, fictitious employment and loss-making state enterprises, the penalties of which are now coming home to roost. It was the view, early in 1987, of one visiting group of West European industrialists that the Soviet Union is suffering from a *de facto* unemployment rate of about



Vouchers: ignore the experts and put children first

Proposals to change the method of funding schools, to give far greater scope for parents to exercise the right of choice, and more freedom and flexibility for schools to respond to what parents and others see as the needs of their children, are unlikely to cause organizational upheaval on anything like the scale of comprehensive reorganization.

Then schools were closed or amalgamated; teachers and pupils left familiar surroundings and abandoned established habits and practices. Old schools were demolished; new, often vast, ones were erected in their place. Throughout the upheaval, the education bureaucracy beamed benignly, gave its blessing, and coped.

Vouchers would give parents of children aged five to 16 the right of choice. This right is already enjoyed by the 6-7 per cent of parents able to afford an independent school. Though often represented as reinforcing the privileges already enjoyed by the articulate, knowledgeable and manipulative middle-class parent, nothing could be further from the truth. It is precisely in order that these privileges should be extended to a far wider social range that it is being advocated.

Children of parents in lower income groups are often trapped in schools - particularly second-

the credibility of the salutary myth of communism abroad. Yet the Soviet Union has become a formidable force in world affairs. Gorbachov's dilemma is that he presides over a superpower that owes its pre-eminence not to the dictatorship of the proletariat - but to dictatorship. Ideology provided the framework and language, but dictatorship, whether Lenin's or Stalin's, provided the terror that whipped the Soviet people into superhuman efforts.

Take that dictatorship away and the future is replete with uncertainty. Permissiveness, Soviet style, was enough to land the Soviet Union, with 15 years of stagnation under Brezhnev. The present, and more extensive variety may, *speshal* we know, lead to the collapse of the system, or to so drastic a change in it that it will no longer be the Soviet system - if Gorbachov reforms are given their head. Gorbachov's revolution within the Revolution may turn out to be a revolution against the Revolution.

This is a prospect we in the West have no reason to find disagreeable, but one doubts whether the diehards in the *apparatus*, and the Russian people's deep-seated conservatism and nationalism, will allow matters to come to that pass. They are more likely to destroy or degenerate the reforms of the heretical Gorbachov, securing for the Leninist system yet another reprieve on its slow but inexorable way to irrelevance.

The fundamental law of revolution... is as follows: it is not sufficient for revolution that the exploited and oppressed masses understand the impossibility of living in the old way, and demand change; for revolution, it is necessary that the exploiters should not be able to live and rule in the old way... The words are those of Lenin, but, with minor stylistic alterations, they could be spoken by Gorbachov to describe the state of the Soviet Union under his stewardship on November 7, 1987. The wheel appears to have come full circle.

George Urban is the author and editor of several books on Soviet and East European affairs.

TOMORROW

The remaking of the Russian Empire

Because the system has fallen down on virtually all the pledges and forecasts of the founding fathers, it has a profound problem with its legitimacy at home and

be determined in the same way that the per capita cost of pupil funding is decided at the present. The voucher would be "cashed" by parents at the school of their choice, and schools would be funded on the basis of the number of pupils they attracted.

One objection raised is that this still does not guarantee choice. Some schools will still be oversubscribed and forced to reject a number of applicants. This is as true, of course, as it is for the most popular schools in the independent sector. The claim is not that it will guarantee choice, but that it will maximize it. A necessary concomitant is a policy of "open enrolment", and the removal of planned admission limits which artificially restrict intakes to schools to numbers well below their physical capacity.

Another fear is that it will lead to wholesale annual movement of pupils from one school to another. Again, the independent sector, which appears to suffer little from such instability, provides a model. Such fears seem to indicate either a very low opinion of the generality of parents or a singular lack of confidence in the capacity of the schools themselves to make acceptable provision for their children. The charge that it will create "sink" schools is best answered by asking whether they do not already exist in unacceptably large numbers.

Kenneth Baker should disregard the experts and give serious consideration to vouchers as a means of extending the policy of choice on which he has already embarked.

Lawrence Norcross
The author was headmaster of Highbury Grove School from 1975-1987.

Ronald Butt

Thatcherism's worst enemy?

President Reagan may well go down in the history books as Mrs Thatcher's worst enemy. Reaganomics have done more to damage Thatcherite economics politically than anything Neil Kinnock could contrive.

Reagan came to office believing that supply-side economics could be made consistent with financial discipline, and that boom would make retrenchment unnecessary. But Congress resisted cuts in social spending while the president resisted cuts in defence spending. Given the facts of American politics and economics, only the president himself stood any chance of breaking through the obstacles to some kind of action. In the last resort, he should have insisted that if budgets could not be cut, taxation must be raised.

But Reagan lacks the kind of personal authority needed to solve the problem. Such authority can come only from a personal conviction about what should be done and how to do it. The most skilful programming of a president cannot help. So against all reason, the US budget deficit has persisted, and US interest rates have correspondingly remained high.

Hence the American boom on Japanese and German money and the trade deficit. Other countries can be accused of complicity in misdoing. The Germans can be blamed for reluctance to expand by lower taxation and lower interest rates. But now the bubble has burst it is only in the US that remedial action can be taken, and that ought to mean an agreed programme to reduce the deficit over a period of years. Other countries can only hold their breath.

Yet what has happened could signal a change of intellectual climate in Britain which could seriously damage public confidence in what the Thatcher government has achieved since 1979; the government has to tread the political tightrope with great sensitivity from now on if it is to win the next election.

The nature of the danger is already clear, and one simple, untrue but nevertheless dangerous message is beginning to go out from the Labour Party. This is coming as unscrupulously from its so-called moderates as from its fundamentalists. The message is that the free market has failed and that Thatcherism is discredited because it can be lumped together with Reaganomics.

In the Commons this week John Smith, the shadow Chancellor, had nothing better to say than to blame Mr Lawson for failing to "face up" to the US trade deficit and German and Japanese surpluses, then to ask whether he understood that the free market chickens had come home to roost.

Free-market theories no longer work, said Mr Smith, regardless of the fact that a few weeks ago the Labour leadership was desperately trying to persuade its party of the need to come to terms with the reality of markets. For good measure, he threw in the BP sale and condemned it as "profoundly foolish" which presumably the Labour BP sale of 1977 was not. It may well seem to be the most

unconvincing kind of point-scoring, but it could be immensely damaging to the government. Reaganomics are in many ways the opposite of Thatcherite economics, yet if the assertion is made often enough that they are one and the same, and if the financial crisis were to turn into an economic slump, the false equation would only too easily be believed. Who will then remember the period before the last election when British ministers, having got inflation down and badly needing lower interest rates to get the economy and employment moving, were criticizing the Reaganomic rate of interest in the US and Labour was exhorting them to copy Mr Reagan?

Politics proceed by prevailing winds of intellectual fashion. A wind of fashion for planning, incomes policies and social engineering in the latter years of the Tory administrations before 1964 presaged the Wilson-Callaghan years of interventionism until 1979, only briefly punctuated by the Heath years which fell into the same trap. A change of intellectual climate before 1979 then prepared the way for Mrs Thatcher's victory in three general elections.

But it wasn't the intellectual power of the free-market argument which primarily brought her victory but the failure of what went before. If, therefore, Thatcherism seems not to be working because of repercussions of what happens this week, it will not be guaranteed another victory because Mr Smith's arguments and assertions are ludicrously untrue. New problems will unleash an urge for new solutions. Because BP went wrong, all privatization may be questioned. Because there has been an absurd stock market collapse, it will be said that the free market does not work.

The truth is not that the free market does not work but that it has not been truly free. That is to say, it has not been free in the US (and the same might apply elsewhere) of the interference of politicians who, for their own political purposes, prevent it from functioning properly, allowing it to be swamped with credit which finally has the effect that we have seen on Wall Street.

Internationally, the problem of credit deserves consideration along with those of the US budget deficit and the surpluses of others. In Britain, the need is for great sensitivity, lack of dogmatism and a willingness on the part of the government to be self-critical. It might even consider whether it is sensible for a government to sell off anything with the kind of publicity which suggests to unsophisticated investors that they cannot fail to make money.

If times become harder, it is very important that the government should not leave any impression that its concern is for the encouragement of the well-off rather than the well-being of the least well-off. From now on it should consider nothing by routine dogma; everything open-mindedly. The opposition's case is appallingly unconvincing. But President Reagan has proved a good friend to Mr Kinnock.

however... David Sapsted

Through a pint glass dimly

Things are not the same at the Elephant's Head. It's the darkness since the Big Blow. The Blitz may have been better in the dark - arguably scuba diving and Joan Collins still are. But not the Elephant's Head. Flickering candles and the absence of chips are getting everybody down.

For almost two weeks now there has been no electricity at Hook Green on the Kent-Sussex border. Most certainly not in the Elephant's Head where the tenor of the conversation has long passed the "they're-doing-the-best-they-can" stage. In fact, as the fate of every fallen tree, flying house tile and felled power line in the area seems to have been dissected to exhaustion, conversation has all but reached a full stop.

Sometimes, in the gloom, the hamlet's Walter Gabriel will mutter: "You gotta remember the war." Knowing grunts and heart-felt sighs are proffered but nobody asks what war ought to be remembered or why. Instead, a voice from near the Gaz camping light suggests it might be better if the electricity industry were nationalized. Someone else says it already has been but won't be much longer, which turns the conversation to the stock market crash and makes the gloom gloomier.

Occasionally, the unbearably optimistic will point out that things could have been worse and that, at least, water supplies have been unaffected and that most people now have their telephones back. Such talk only merits glares or, rather, hardened squints which invariably miss their target in the darkness. The obvious snag to having a phone at the moment is that all you do with it is ring someone up and tell them the power is still not back. The unceasing flow of water, on the other hand, is merely a savage reminder to the majority who rely on immersion heaters that they have no method of heating it.

Of course, the public utilities and God have it in for Hook Green. Everyone agrees on that. Just think of last winter's snow when the place was cut off

for... how long? At least a month, it's agreed. Perhaps two. It's obvious to all that snow should be privatized and restricted to places where they really enjoy several feet of it, such as Yorkshire and Scotland.

Outside, the darkness remains all-pervading. Once in a while, car headlights will pick out somebody who owns a Rayburn burning a hot meal to someone who does not, or the odd soul strangely venturing forth with towel, sponge and shampoo, heading for a house with hot water for a bath. It's a fact that life is not easy when one is at the cutting edge of low technology.

But daytime is not so bad. Pampered northerners (people from Tunbridge Wells) will turn up to marvel at the all-embracing lack of electricity, thus enabling locals to indulge in a well-practised performance of the good-humour: the "we're battling on gamely even if the kids haven't had a hot meal since summer" routine. And, inevitably, some war or other gets an honourable mention, when it must have been worse, and just think about all those people in the Third World with no electricity at all.

Of course, the consensus is that all those people in the Third World who have never known electricity are really far better off than the poor devils on the Kent-Sussex border who have always known electricity and are rudely deprived of it. Permanent deprivation is far easier to endure than a temporary one, it is universally agreed.

Then nightfall. No chips, more candles, and Hook Green is on its own again. The bar talk slows, peters out. Even salacious gossip is dangerous as that solitary figure silhouetted against the log fire just might be the very same Farmer X whose midnight tryst with Mrs Y would have, normally kept the snug in Rabelaisian mirth for several days.

Worst of all (apart from the lack of chips), there is not even the telly. Final proof, if ever it was needed, that the absence of TV truly kills the art of conversation.



1 Pennington Street, London, E1 9XN Telephone: 01-481 4100

THE ALTON BILL

Mr David Alton's amendment to the 1967 Abortion Act proposes a new upper limit of 18 weeks on the permitted time for an abortion. His private member's Bill, published yesterday, is strongly supported by that part of British public opinion which opposes that Act altogether. It is no less strongly deplored by those for whom freely available abortion has a symbolic as well as a practical place in the wider question of women's rights.

The bulk of opinion identifies with neither extreme. Opinion polls do suggest, however, some increase in sympathy with Mr Alton and his supporters. Although such decisions are traditionally left to private conscience in the House of Commons, there are signs that senior members of the Government are also tending to favour some lowering of the permitted time limit, perhaps to 24 rather than 18 weeks. This may yet become an unofficial government amendment to the Bill.

That would be a sensible outcome of this latest round in what is always a bitter debate. It would be mainly a symbolic gesture, however. Medical technology has advanced the age at which prematurely born babies may be kept alive to somewhat below the 28 weeks absolute limit on abortions allowed by law. This has brought into the issue, alongside the Abortion Act, the much older Infant Life Preservation Act.

The Government informed private abortion clinics last year that they could no longer, under their licences, perform abortions beyond 24 weeks, because they lacked the necessary medical resources to respond properly to any live births which might occur. Last year there were only 29 legal abortions performed after the 24th week of pregnancy.

Too much of the public argument about abortion proceeds on the basis of the too simple equation between morality and legality:

that the law should permit what is morally right and prohibit what is morally wrong. Thus, because there is no longer any general agreement in society on the underlying moral issues, deeply entrenched and mutually hostile positions are taken towards the law.

It would be better to conduct the argument on the principle that there are some classes of wrong or immoral behaviour which the State does not have to prohibit or punish by law. Many would place adultery and homosexuality, for example, in those categories. Individuals may decide that some or all abortions are immoral, but it need not follow that the perpetrators be made liable to imprisonment as criminals.

Few would deny that every abortion is, at the very least, regrettable. No one urges it as a positive good. It is rightly seen as occupying an unusual place in medical practice, being directed neither to the cure of disease nor the treatment of injury.

A pregnant woman is normally a perfectly healthy being, not in need of being "cured" of anything. Abortion itself is a deliberate injury, temporary to the mother, fatal to the foetus. The philosophical question that arises is whether it is legitimate ever to weigh the wrong of an abortion against other wrongs, choosing the lesser, or whether it is of such a nature that it overrides all other considerations.

The 1967 Abortion Act explicitly adopted the former position, and indeed required a written clinical judgement from two doctors to that effect. There can be little doubt that the Act's answer to the philosophical question corresponds to the majority view in Britain. It is accepted that there are circumstances in which abortion can be permitted. The law's duty is to ensure that the balancing of relevant factors is responsibly done.

PAYING FOR TEACHERS

The Government's proposals for determining the future pay and conditions of teachers in England and Wales — however palatable they may be to the teaching unions and the local education authorities — do no more than reflect reality. Plainly, the Government has an overwhelming interest in the size and distribution of a pay bill that currently stands at £7 billion a year and represents 5 per cent of all public expenditure.

In the bad old days of the Burnham committee that interest could be expressed only negatively by a veto. Now it is to be recognized openly by giving the Secretary of State's representatives a built-in majority on the employers' side of the new Teachers' Negotiating Group. Furthermore, if there is a deadlock, a not uncommon occurrence in the past, the Government is to have the power to implement a settlement.

In other words, the Government will decide at the outset what it thinks the country can afford (tempered by its awareness of the need to pay teachers enough to recruit, retain and motivate them), invite the other partners in the education service to agree with its decision, and if they refuse, impose it anyway. Teachers, in short, will be in much the same position as most employees in the private sector. The Green Paper specifically rejects the two most common public sector alternatives: a national joint council (too much like Burnham) and an independent pay review body (inappropriate for a group that shows no sign of giving up striking).

The most obvious losers, once again, are the 104 local education authorities. The unions, at least, will be free to campaign for public support for their case that teachers should be decently paid and that schools are unlikely to improve very much, whatever reforms the Government may introduce, until they are. The local authorities, however, may be forgiven for seeing the Green Paper as another nail in their coffin.

Technically, they still employ 80 per cent of the 440,000 teachers in the State sector and pay the salaries of the remaining 20 per cent in voluntary-aided schools. It is true that their

legitimate interest will decline as schools begin to opt out of local authority control. Yet, from the start, the place assigned to them on the Teachers' Negotiating Group is little better than observer status.

The Government justifies this by referring to its plans for reforming the rating system. As the Green Paper points out, from 1990 local authorities will raise only about a quarter of their income from local taxpayers; the rest will come from the Exchequer and from business ratepayers nationally. That is the basis of Mr Kenneth Baker's large claim that from 1990 the Government will be responsible for 75 per cent of teachers' pay.

The immediate prospect for teachers' pay remains, however, the most pressing concern and, in particular, the £300 million limit that Mr Baker has suddenly imposed on the deliberations of the interim committee which he appointed only three months ago to advise him on the April, 1988, pay settlement. Apart from the interesting question of who is advising whom, it is essential to recognize the likely consequences of imposing a pay increase of less than 3 per cent when the average rise in non-manual earnings is running at more than 7.5 per cent.

Once again, teachers' pay will begin falling behind that of comparable groups. It will make it especially difficult to pay more to the best classroom teachers, those in difficult areas, and those whose skills are in short supply. Any sense of injustice risks depressing morale and encouraging militancy. All this will be happening at the very time that thousands of extra teachers will have to be recruited to make the national curriculum a reality.

It will also be happening at the very time when the Government is seeking to persuade a universally hostile education establishment that its radical reforms are based on, and justified by, its commitment to raising standards in schools. Standards will not be raised by a sullen teaching force. The Government will not be believed if it is seen to be courting a repetition of the past three years' disruption. None of the powers that a Green Paper can propose will change that.

EGYPT AND THE ARAB FOLD

The question of readmitting Egypt to the Arab League may or may not be on the official agenda at the League summit which opens in Amman on November 8. It will certainly be the chief topic backstage. It will also figure in discussions between President Mubarak and Sir Geoffrey Howe, who sets off today for a visit to Cairo and Jordan.

The small Gulf states, which have been left feeling vulnerable by the Gulf crisis, would like Egypt's return. They would like to feel protected by a nation of substantial military capacity. Egypt's offer of military assistance to Kuwait at the weekend has strengthened this desire.

Formal readmission is unlikely. Saudi Arabia, which will be the moving spirit at the summit, does not care for decisions which are not unanimous, and there is no sign that Syria is ready to forgive Egypt for its separate peace with Israel, the treaty which occasioned Cairo's dismissal in 1979.

The Gulf states will, however, have another option. They can follow Jordan in restoring full diplomatic ties with Egypt even if it remains excluded from the Arab League. In so doing, they would only be giving official recognition to their unofficial relations with Cairo. The isolation has now almost gone, except in name.

If Syria could be sidestepped, and Egypt readmitted to the League, it may be asked if there would be any substantial change in the Middle East balance of power. Immediately, it must be answered, none at all. There may be other benefits, however.

There was a time, during the rule of Nasser, when Egypt led the Arab world. This leadership was based on Nasser's personality; on the hold that he had gained over the Arab masses through his radio propaganda service; and on Egypt's role at the forefront of the mili-

tary fight against Israel. After the crushing defeat in the 1967 war, Egypt's leadership went into decline. Sadat's peace treaty marked the collapse.

It stands no chance of being revived under present circumstances. President Mubarak is a worthy figure, but lacks fire. Economically, Egypt is now weak. Militarily, it no longer has the standing of the Nasser and Sadat years. It retains a large army, but has fallen far behind Israel in equipment. It would now be unthinkable for Egypt to go to war with Israel even if there were the political will to do so.

Suppliers of Egyptian weapons have been useful to Iraq during the war. But there has been no sign that the Egyptians would be willing to contemplate a serious military involvement in the Gulf.

Within this framework, however, there are still advantages to be gained on both sides from Egypt's return to the fold. At home, President Mubarak would finally be able to silence the critics who have never ceased to castigate Sadat for rejecting the Arab world in favour of America. He would also get extra financial aid from the oil states.

For their part, the moderate Arab states would feel psychologically more comfortable. Although they have no desire to give Egypt political pre-eminence, they still look up to Cairo as a centre of culture unmatched elsewhere in the Arab world.

In the long term there might also be a useful political benefit. Egypt's return to the Arab League would strengthen the moderate camp against the extremists — principally Syria and Libya. It is also an essential preliminary step towards the Arabs adopting a unified policy towards the Middle East peace process. This is reason enough for the West to encourage the moderates to end Egypt's formal isolation.

Remedial action to stop shares slide

From Lord Jay
Sir, Market forces, free and de-regulated, have now landed us in a Stock Exchange convulsion which is in many ways comparable with 1929. When people are buying shares (partly with borrowed money) on a large scale, not to hold or receive income but to sell at a higher price, then almost inevitably, when the prospect of further rises fades, there will be a general rush to sell.

It is fairly generally agreed now that this happened in 1929; and the deflationary impulse then spread outwards because the monetary authorities in the US and elsewhere failed to ease credit in time. Reflationary policies might have saved the situation. Roosevelt's reforms and regulations succeeded for 40 years or more in preventing all this happening again.

But after that interval people forgot the lesson, and investors in the last few years have been allowed — and even encouraged by privatisation propaganda — to believe that share prices rise for ever. When this belief takes hold the trouble starts and no auto-

matic hidden hand exists to avert it.

After October, 1929, bland reassurances by eminent persons were usually followed by still sharper falls in prices. Apparent recoveries were swamped repeatedly by irresistible deflationary forces which engulfed the real economy of output, trade and employment for 2½ years, and finally brought Hitler to power.

The risk of a downward slide is now real. But it need not happen if the governments and monetary authorities in the advanced countries — particularly surplus countries — continue acting to ease credit, and above all to bring down interest rates from their present exceedingly high levels.

It is no good relying on automatic correcting mechanisms which do not exist, nor on false "recoveries" such as occurred many months in the early 1930s.

Yours faithfully,
DOUGLAS JAY,
Causway Cottage,
Minster Lovell, Oxfordshire.
October 26.

Why IBA allowed poem a hearing

From the Chairman of the Independent Broadcasting Authority
Sir, Mrs Mary Whitehouse's letter (October 26) questions the personal standards and judgement of me and the other members of the Independent Broadcasting Authority.

The programme to which she refers is an account in verse and vision by the poet Tony Harrison of a Leeds cemetery where he is distressed to find the graves of his parents and grandparents desecrated by football hooligans who use spray guns to inscribe graffiti on the tombstones. He is deeply disturbed and is moved by this experience to describe it in verse, and to seek, with poet's insight, an explanation of why these youths behave in this way.

The foul language, though frequent, is used neither to shock nor to titillate. It is an integral part of the message of the poem. It is the very reverse of gratuitous.

The members of the IBA faced a dilemma when they had to decide whether the poem was suitable for broadcasting. On the one hand there was an intensely honest poem by a poet of national reputation, and Parliament has laid on the IBA and Channel 4 the duty, in the words of the Broadcasting Act, to be distinctive, to encourage innovation and experiment and to appeal to tastes and interests not generally catered for by ITV.

Day-centre surgery

From Mr Charles McCollum
Sir, Dr Stanley Rivlin's description of the problems posed by varicose vein surgery (October 23), implying that this is demanding surgery inappropriate for a day theatre, will only serve to worry patients needlessly. Whilst it is inappropriate to "jump varicose veins" in with minor lumps and bumps, it is equally incorrect to dictate that all varieties of varicose should be considered as one.

Less than five million or more people with varicose veins (our studies suggest more than 20 per cent of the adult population) should believe that they require surgery lasting up to three hours. It should be pointed out that Dr Rivlin's "full operation" is only occasionally required in both legs and rarely would a consultant surgeon, either NHS or private,

require so long to achieve a complete and cosmetic result.

Operations on varicose veins are entirely carried out through the skin and in the subcutaneous fat, allowing the patient's safe and comfortable return home the same or the following day, unless of course the economics of private hospital residence for up to a whole week.

The advent of day-centre surgery, selectively used in suitable patients, will not lead to "another venous disaster" but rather reduce the inconvenience and disruption to family life engendered by what is usually a relatively minor operation. Yours faithfully, CHARLES MCCOLLUM (Hon Consultant Surgeon, Vascular Surgical Service, Charing Cross Hospital, Fulham Palace Road, W6).

Invasion of privacy

From Mrs Marcia Mason
Sir, I was dismayed to read (report, October 24) of British Telecom's plans to list lists of residential telephone numbers and addresses to telemarketers.

I have just returned from visiting in the USA. Both households in which I stayed were constantly plagued by unsolicited callers, who rang up at all times of the day, but especially at meal times and in the evenings; there was often no real person on the line — just a computer and a recorded voice.

Must we allow ourselves to be subjected to this persecution? Going ex-directory is no solution: why should we and our legitimate callers be put to such inconvenience?

As you say, registration as a non-receiver of telemarketing calls would provide only limited protection. British Telecom's intentions must be thwarted. Yours faithfully, MARCIA MASON, Ridge House, Jonas Lane, Wadhurst, East Sussex.

Parole review

From the Chairman of the Parole System Review
Sir, The directors of the Prison Reform Trust and the National Association for the Care and Resettlement of Offenders (Nacro) call (letters, October 9) for the reversal of the restricted parole policy for long-term prisoners which was introduced in 1983.

As Vivien Stern, of Nacro, has noted, this is one of the many issues which fall within the terms of reference of the recently established review of the parole system in England and Wales which I am chairing at the request of the Home Secretary.

Parole has been the subject of continuing public debate since

Card parking

From Councillor David Weeks
Sir, Mrs Martin-Sperry (October 10) suggests that card-operated parking meters would avoid the need for motorists to carry an assortment of loose change. Westminster City Council is currently experimenting with meters which will accept both cards and cash — an approach that gives the best of both worlds. At present we are using them for our special coach bays, but we aim to extend the experiment in the near future.

The new generation of electronic equipment provides potential for the introduction of variable tariffs at different times of the day or for different categories of card holder, to have fewer meters cluttering the streets, as one machine can control a number of bays and even issue receipts. Yours faithfully, DAVID WEEKS (Chairman, Planning and Development Committee), PO Box 240, Westminster City Hall, Victoria Street, SW1.

Parliament first legislated to establish it some 20 years ago and recent changes — both the restrictions on parole for certain long-term prisoners, and the considerable expansion of parole opportunities for many serving short sentences — seem to have intensified the arguments.

My committee has been asked to advise the Home Secretary whether the parole system needs to be reformed or indeed replaced. I very much hope that any of your readers who have views will send them to our secretary by November 30. I remain, yours faithfully, MARK CARLISLE, Chairman, Parole System Review, 50 Queen Anne's Gate, SW1, October 20.

Matters of conscience on abortion

From the Reverend Dr N. M. de S. Cameron

Sir, Whatever may be our view of David Alton's Bill amending the 1967 Abortion Act, we are profoundly in his debt for the opportunity he has afforded us to reflect on the issues underlying all abortion legislation. They could hardly be graver.

Twenty years on, and in spite of every assurance given during the debates of 1967, this country boasts one of the most liberal abortion regimes in the world — which actually earns us hard currency. The once extremist goal of "abortion on demand" has long since been realised, at least for those with enough persistence (or private funding). Deeming the decision to be one of medicine only stands revealed as the legal fiction it always was.

The *de facto* ground for abortion in the great mass of cases is now that of "serious inconvenience" to the mother; nothing more nor less.

It is to be hoped that Mr Alton's measure will lead us to reassess the practice of abortion in three interlocking areas:

First, our deepest ambivalence towards the question of handicap needs to be recognised. On the one hand, we have a new-found respect for our fellows who suffer mental or physical disability. On the other, we consider the mere risk of such disability a ground — the best of all — for foeticide, even on the threshold of viability.

Secondly, our vital concern for children who are subject to abuse must be set aside by side with a more candid perception of abortion as the abuse of the foetus. It is curious to recall that liberal abortion was meant, among so many benefits, to reduce child abuse by making all babies "wanted".

By contrast, it is hard not to believe that our acquiescence in the destruction of even the fully formed foetus at 18 weeks and later has had the reverse effect. We are a society which abuses its children, after birth and before.

Thirdly, human rights, like peace, are indivisible. We must not be party to the selective stifling of this most fundamental principle of contemporary politics.

Eye to main chance

From Mr Peter Lush
Sir, You published a photograph (October 21) of Japan's Prime Minister-designate, Mr Noboru Takeshita, painting an eye on a Daruma doll. In Japan Darumas are bought, usually at shrines, as good luck tokens. The purchaser makes a wish and then gives his Daruma "sight" by painting in one eye.

If the wish is fulfilled within a year he paints in the second eye. After a year it is the custom to burn the Daruma and purchase another. In your picture Mr Takeshita is seen painting in the Daruma's second eye, so it would appear that his wish has been granted. Yours faithfully, PETER LUSH, 61 Broadmeadow Road, Wyke Regis, Weymouth, Dorset.

Fast food

From Mr Derek Hazeldine
Sir, As a frequent traveller on British Rail's InterCity service between Euston and Lancaster who enjoys an occasional meal in the dining car, I felt slightly elevated when recently my second-class status was changed to standard class.

However, this week when I asked the dining car steward if I might have dinner he told me that on an InterCity instruction this facility was available to first-class passengers only. Whilst those passengers were served the new "cuisine 2000" at their seats, the dining car lay empty and we standard-class passengers were left with cheeseburgers and bacon rolls as the hot meal option.

I slunk back to my standard-class seat feeling very sub-standard. Yours faithfully, DEREK HAZELDINE, 72 Dudley Court, Upper Berkeley Street, W1, October 13.

Everest still on top

From Dr Charles Warren
Sir, And so Mount Everest is still the highest mountain on Earth (report, October 24), much to the relief of those of us with a feeling for the romantic in mountaineering. The very name, the eponymous "Everest" somehow or rather how, appropriate. And the mountain's Tibetan name of Chomolungma, how beautiful! Yours etc, CHARLES WARREN, Buck Croft, Felsted, Dunmow, Essex, October 24.

Dream that faded?

From Mr Simon Gill
Sir, An inadvertent typing error has created a delightfully novel yet, perhaps, apt ground for divorce. Instructed recently to appear in a divorce suit I opened my brief to find one of the enclosures described as the "petition for dissolution of marriage". Yours faithfully, SIMON GILL, 5 Raymond Buildings, Gray's Inn, WCL, October 21.

ON THIS DAY

OCTOBER 29 1867

In 1861 Victor Emmanuel was proclaimed King of Italy; only the Papal States and Rome remained outside his kingdom. In an attempt to capture the city the Italian patriot, Giuseppe Garibaldi (1807-72), was defeated by French and papal forces.

FOREIGN INTELLIGENCE

ITALY.

(From Our Own Correspondent) Florence, October 24.

The future writer of a Comic History of Italy will find rich materials for a pungent chapter in the incidents of the last few days. Accustomed though we upon the spot are to the vagaries of Italian politics and the eccentricities of Italian public men, we have been completely confounded and thrown off our balance by what we have lately witnessed.

Scarcely had we recovered from one startling shock when our breath was taken away by another yet more violent. To justify our astonishment, I have only to recall the incidents of Garibaldi's career during the last ten days. His escape from Caprera, which took place on the 16th, appears to have been, from the details published in the papers, not one of the least adventurous and romantically incidents in his checkered existence. He is said to have left the island between sunset and moonrise, alone in one of those light boats used by sportsmen in the marshes, and which, perhaps, escaped notice owing to the improbability that any one would put to sea in it. The island was closely watched, and a strong guard of marines was on shore. The success of the enterprise was looked upon as almost impossible, but those who sought his rescue were resolved to run all risks. Some scanty details have been published in the *Genoa Monitore*, unauthenticated by signatures, but which are generally accepted as correct so far as they go. One of the letters containing them is dated on board the *paranzella* (a sort of fishing boat) St. F., in night of Tuscany on the 18th of October. The interval had probably been passed in the island of Sardinia and on the water. The boat arrived off Nado, on the coast of the Maremma, in the morning, but Garibaldi did not land until 8 p.m. After nearly losing their way in the marshes he and his companions reached a village, procured a carriage, and went on (says one account) in the direction of the Roman frontier, but that direction can hardly have been persevered in, for at about that date Garibaldi is known to have come to Florence. ... There are plenty of troops here, of undoubted discipline, and ready to obey; plenty of gendarmes and police; the Government, although it has just resigned, is in power; it is urged to arrest Garibaldi, but Garibaldi is left at large, to show himself in public, to issue proclamations, to make speeches from his window to enthusiastic crowds. Who is the King of Italy? Is it Victor Emmanuel, strongly guarded at the Pitti, or the prisoner Giuseppe Garibaldi, free in the streets of Florence and promising Rome to Italy from his balcony on the Piazza di Santa Maria Novella? Having remained in Florence as long as he thought it necessary — and longer than was intelligible to those who thought his presence must be needed to rouse the spirits of the volunteers beyond the frontier — he leaves by special train for Terni. ... The story goes that the Government, still pressed to have him arrested, telegraphed to Foligno that effect, — after leaving him at large for three days in the capital, but that the telegram arrived too late. Be that as it may, Garibaldi is over the border — unless, as it was laughingly reported this morning, he is already back in Florence ...

THE ARTS

TELEVISION

War in heroin city

The heroin trade in North America is the ultimate expression of entrepreneurial capitalism, with fortunes being made convincing people that they need expensive rubbish.

The average purity of street heroin in New York is three per cent: the thousands who mug, burglar and prostitute themselves to get money to buy it cannot be said to be addicted to the drug any more than shabby drinkers can be called alcoholics. What they are addicted to is criminality.

The instigators of this nasty joke are the subject of an exceptional two-part documentary, *Mafia Wars* (BBC1), which traces the recent history of power struggles among the men of alleged respect.

Time was, gossiped the cagey silhouette of supergrass Tommaso Buscetta, when bloodshed was kept in the families nowadays, "they've lost all human values". Mr Buscetta himself is said to have killed over 100 people, and not even his Ronnie Biggs nose-job will save him from vengeance once those he betrayed discover his whereabouts.

The 'pizza connection' generated quite farcical sums of money. An engaging bearded Italian told how he was paid \$30,000 to drive 50 blocks with two suitcases stuffed with loot. Did he suspect that the dough might have been the proceeds of drug dealing? Certainly not: you would surprise him with profitable pizzerias can be. Later, he was to charter a Lear jet crammed with dollars to Bermuda, where an armoured van obligingly took the cash to an offshore bank. Yes, it was that simple.

Much of this material will already have been familiar to viewers in this country, but never before has so much been assembled in such a glossy, fast-moving package. Last night's opening sequence plunged into a whirlpool of atmospheric location shots, gory close-ups and computer-enhanced mayhem which was — at least initially — hard to follow. But as hair-raising interview succeeded sordid newsworld clip, it became apparent that the programme was a triumph of research which had been started up in post-production, and the treatment's tendency to glamorise an essentially fantastic series of events seemed increasingly apt. Next week's concluding episode will be required viewing.

Martin Cropper



Warm welcome: Nixon greets Mao and his party cadres

Modern history in the remaking

OPERA

Paul Griffiths reviews
Nixon in China, a new work for a new theatre

The newness of *Nixon* does not lie simply in the fact that recent events are brought to the operatic stage. Indeed, it would be ridiculous to regard the work as a view of what happened. The First Lady has a long aria of transfigured if enigmatic vision; she and her husband intervene to help the revolutionary heroine during the performance of a ballet by Mme Mao; and in the long final

scene the five principals — the Nixons, the Maos and Chou En-lai (Nixons, the Maos and Chou En-lai) — drift away from each other in reminiscence.

But where these things would destroy a realistic opera, here the blossoming of fantasy sustains, and is sustained by, the diminished importance of individual realities. In the real world of February 1972 it scarcely mattered what the Nixons thought: the important thing was that an American president had come to Peking. Only Chou seems to understand the powerlessness of the nominal, powerful, and he sings the opera's closing benediction — though it is a mark of Adams's own powerlessness that this moment is accompanied by the most saccharine music iced by a high solo violin.

The score is similar in sound, wit and energy to Adams's excellent *Grand Piano* music, and it impressively underpins the moments of high spectacle, such as the arrival of the presidential aeroplane or the revelation of the banquet hall (the sets are by Adrienne Lobel).

John DeMain, conducting, had little opportunity to modulate the orchestral machine and let the words come through, but still the principals distinguished themselves. Sanford Sylvan was a sympathetic Chou, warmly wise, John Deykers a crackling Mao and Trudy Ellen Craney a precise, strident Mme Mao. Carolann Page chirruped the part of Mrs Nixon delightfully, and James Macdaniel offered a wonderfully observed Nixon. A pity the man himself, though asked, was not there to see it.

Theme and variation

FILMS

Aria (18)
LumiereBliss (18)
Odeon HaymarketA Nightmare on Elm Street 3: Dream Warriors (18)
Leicester Square TheatreThe Black Cannon Incident (PG)
ICA Cinema

Any film whose talents embrace the directors of *Pierrot le Fou*, *Jubilee*, *Brideshead Revisited* and *The Adventures of Barry McKenzie* must have curiosity value at least. On this score, *Aria* never disappoints. Ten directors, of varied accomplishments, interpret ten selections from opera recordings, new and old, controlled by RCA — a concept clearly inspired less by the portmanteau films of old than the modern craze for music videos.

The British producer Don Boyd did not require a literal illustration of the operas from his team. Each sequence was produced by a separate unit in far-flung locations. France Roddam (of *Quadrophenia* fame) chose to transfer the *Liebestod* from *Tristan and Isolde* to Las Vegas; the *Brideshead* man, Charles Sturridge, settled for *The Force of Destiny* in bleak, black-and-white north London. Jean-Luc Godard, handed perhaps the most arcane music, from Lully's *Armide*, set up his cameras in the most arcane place — the Weider gym in Paris. John Hurt, directed by Bill

Bryden, provides a weak link between episodes, wandering, perplexed, in an opera cloak before putting on the motley for *I Pagliacci* (the singing voice is Caruso's). The other directors are Ken Russell, Nicolas Roeg, Bruce Beresford, Julien Temple, Derek Jarman, and Robert Altman.

Here, you might think, is a golden chance for our boys to let their imaginations rip. Some do. Russell gives us a jewel-drenched woman surrounded by Saturn's rings, a car crash, and graphic hospital surgery — all dubiously inspired by Puccini's *Turandot*. Godard, in what is easily the strongest and most ambitious segment, performs his own surgery on Lully, filtering natural sounds into the music, and transferring the ornate, graceful aria to the mouths of alluring women cleaners, ministering to impassive weightlifters.

Other imaginations seem strangely censored. Nicolas Roeg opens proceedings with a footling, tongue-in-cheek treatment of Verdi's *A Masked Ball*, enlivened by Theresa Russell as the moustachioed King Zog of Albania. Roddam's Las Vegas *Tristan* plumbs depths of banality only matched by Julien Temple's *Rigoletto* (in which husband and wife cheat on each other at the same garish pleasure palace: the aria, inevitably, is *La Donna e Mobile*). Altman comes a cropper, too, filming an 18th-century audience as lewd and rowdy as any in Hogarth, listening with scant attention to Rameau's *Les Boreades*; the music deserves so much more than this one-note treatment.

On release in its native Australia, *Bliss* collected far more money than *Rambo*, and won three top prizes from the Australian Film Institute. Yet this ambitious film, based on Peter Carey's first novel, does little to court popularity: mood and locale shift with lightning speed as it follows the comic fortunes of Harry Joy, a successful advertising executive who sees life differently after

he flirts with death during a heart attack.

The director, Ray Lawrence, comes from the world of television commercials, which may partly explain why spot effects win out over dramatic tension. But the main problem lies with the film's dogged fidelity to its text, adapted by Lawrence with the author.

Ultimately, *Bliss* is to be savoured for isolated moments: for the elephant that suddenly squashes Harry's red Fiat; for the editing cut that reveals two bewildered Sea Scouts listening to the asylum head's harangue about house rules. After a pretentious quotation from Poe, *A Nightmare on Elm Street 3: Dream Warriors* gets down to business juggling the old clichés. Once again the hideously burned body of Freddy Krueger, child murderer, stalks teenagers' nightmares with claw fingers and malevolent smile. The old brew is pepped up with extra gore, a larger budget for special effects, new details about Freddy's past (he turns out to be "the bastard son of a hundred maniacs"), and guest appearances by Dick Cavett and Zsa Zsa Gabor.

The resulting meal is strong on surface thrills, but extremely hard to digest. *Elm Street 3* at least told its ridiculous story with conviction, but this new script has more loose ends than a bowl of spaghetti. Patricia Arquette (Rosanna's younger sister) performs adequately enough as the main teenage victim. The biggest burden, however, falls on Heather Langenkamp, clearly a graduate of the Brooke Shields School of Dramatic Art, who appeared in the original and returns squeaking plangently as a hot-shot specialist in dream disorders. Wes Craven, the series' creator, wisely sat on the sidelines; Chuck Russell, a newcomer, directed.

Most Chinese films recently aired in London have been rural, period affairs, shot with a lyrically roving camera. *The Black Cannon Incident* offers instead the stark design of a



Warm embrace: Bridget Fonda and James Mathers in director Francis Roddam's Las Vegas interpretation of *Tristan and Isolde*, from *Aria*

modern offices, the dust and rubble of a mining site. A missing chess piece, the black cannon, casts unwarranted suspicion on a meek mining engineer, working as a translator for a bovine German helping to install equipment. While company big-wigs prepare for an investigation, the translator is replaced, linguistic confusions mul-

tiply, and the equipment breaks down. This first feature by the young film-maker Huang Jianxin craves like a tortoise at sun, and the stylized treatment of decor and colour is ponderous; but it lays bare the workings of Party bureaucracy with icy clarity.

Geoff Brown

BALLET

Debut of wit and frivolity

Royal Ballet
Sadler's Wells

There was a full house last night to welcome Sadler's Wells Royal Ballet back to its home theatre for a week of performances made up entirely of short ballets, including three London premieres.

The first of the new works to be unveiled is the one that seemed to me the most enjoyable when all three were given at Birmingham Hippodrome last March, namely Graham Lustig's *Paramour*. This is a frankly frivolous piece, although with a somewhat tart flavour beneath the surface sweetness.

The music is Poulenc's *Concerto for Two Pianos*, with Hilary Bell and Stephen Lade the able soloists. It is no denigration of the score to say that it is unmistakably of its period and place of origin, Paris in 1932, and Lustig has used that as the starting point for a little anecdote about two women at a party and their relationships with each other and the men who press attentions on them — more wittily in one case than the other.

Marion Tait is the belle of the ball, very happy to play off one gentleman against another until they grow tiresome, and Gailina Semova, the older woman who delicately conveys a more than sisterly affection for her, which at the end seems to prove more appealing. Peter Jacobson and David Yow are respectively the cynical and the earnest admirers.

The rest of the programme comprised three ballets by Ashton, including another to French music of a couple of decades earlier, Ravel's *Valses Nobles et Sentimentales*.

The sweet pangs of adolescent love are gently set out by a cast in which the melancholy of Stephen Wricks and the innocent happiness of Karen Donovan and Susan Lucas ring especially true.

Ashton's earliest surviving ballets, although made in 1930-31, both still prove fresh and lively. The ebullient *Capriol Suite* gives substance to Peter Warlock's adaptations of sixteenth century dance tunes, and *Facade* has wit and humour to match Walton's expressively contrasted short pieces.

Capriol was the more satisfactorily danced, especially the men's quartet and the Tordion with Sandra Madgwick. *Facade* would be better with less exaggeration.

John Percival

CONCERTS

RPO/Ashkenazy
Festival Hall

There is no mistaking the special feeling that can be generated when a master instrumentalist takes the podium, as we have seen in recent weeks from Rostropovich and in this series of concerts from Vladimir Ashkenazy with his own orchestra, the Royal Philharmonic.

These two performers do not approach the work of a conductor from the standpoint of some colleagues, who view their prime responsibilities as analysing the score and getting precisely drilled playing from the orchestra. Instead, expression comes first

and technical considerations, however necessary, must come after.

In Ashkenazy's concert the benefits and drawbacks of this approach could be felt in almost equal measure. Of emotional commitment there was no doubt. Sibelius's Seventh Symphony announced it in the opening bars; the rising scales in the strings stirred with a great depth of feeling. But there was a price to be paid in terms of clarity, both of Sibelius's rigorous symphonic structure and, more pressingly, of orchestral detail.

A pair of orchestral suites by Ravel — *Ma mère l'Oye* and the *Rapsodie Espagnole* — followed much the same path.

The central work of the evening was Prokofiev's Second Violin Concerto. This, by its nature, a dry piece: the music calls for energy, bite and laconic wit and, for all the beauty of the playing in the slow movement, neither the soloist Boris Belkin nor the orchestra quite matched its speed of reaction.

Now that Ashkenazy is fully installed as the RPO, it will be interesting to see what happens when he branches out further from his favoured Russian repertoire and the German classics. Perhaps — like Haitink, Solti and Sinopoli before him — he might even try some Elgar or Vaughan Williams.

Richard Fairman



Scene-stealer: Maggie Smith shows off her theatrical skills

A campaign against the monstrous carbuncles

THEATRE

Lettice and Lovage
Globe

Peter Shaffer's new comedy ends with the sight of two middle-aged ladies — separately expert in architecture and weaponry — preparing to demolish the ten most hated buildings in London.

Such endings do not arrive by happy chance, and it is only by working back from it to the beginning that the basic elements fall into place. Shaffer is appealing to the buried rage of Londoners towards the mutilation inflicted on their city by postwar planners.

On one side is Maggie Smith, as the displaced descendant of a roving theatrical troupe for whom history came to a stop with the death of Charles I. On the other is

Margaret Tyzack, as a failed architect who holds down a powerful job in an equivalent of the National Trust.

One is entirely alienated from the modern world; the other has made an uneasy truce with it. And the two first come together when Miss Smith, engaged as a tour guide for the dullest stately home in England, is pounced on by her employer for keeping the customers happy by passing off Farnham Hall as an address as action-packed as the Tower.

Impressed by Miss Smith's impersonation of Mary Queen of Scots when she fires her, Miss Tyzack visits the victim in her Earls Court dungeon, and the two ladies embark on a past that begins with historical charades and ends with them wheeling an Elizabethan petard back into active service.

It is an original and often hilarious treatment of an important and theatrically neglected subject; combining uproarious farce with savage indignation, and supplying ample opportunity for character development. The objections are that, as a play about the past, it is always coming to

a stop for memory speeches. And that the two characters are of decidedly unequal interest. Diagrammatically they are evenly matched, but in performance a prosaic Civil Service administrator is no match for a charming eccentric.

Miss Tyzack does her battle-axe best with times like "You really are a mine of information"; but every scene is stolen by Miss Smith, with her curdling smile and searaphic departures into the heroic past. Michael Blake-more's production is a model of precise comic articulation; and Alan Tagg's sets capture Elizabethan and bedstirring gloom down to the last lovelorn and basement window.

Irving Wardle

The sweet pangs of adolescent love are gently set out by a cast in which the melancholy of Stephen Wricks and the innocent happiness of Karen Donovan and Susan Lucas ring especially true.

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John Percival

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HEALTH

Waking up to sleep

Are sleeping patterns determined by our own personal clocks — and can early-rising 'larks' really claim to be more efficient than late-sleeping 'owls'?

Heather Kirby reports on the latest research



It is quite likely that the households of Britain divided into two when we were granted that extra hour of sleep on Sunday. The owls (late risers who go to bed late) would be pathetically grateful for the bonus of more bedtime, even though their body clock and their partners seemed to be wide awake. And the larks (early risers who go to bed early) would be amazed and delighted that they had finished mopping the kitchen floor and peeling the potatoes before the owls began to hoot for breakfast.

Owls and larks often seem to marry and live more or less happily ever after depriving each other of sleep, but why some people are alert early and others late is still something of a mystery.

Psychologist Dr Simon Folkard, of the Perception and Cognitive Performance Unit at the University of Sussex, an expert in the effects of shift work on ability, has been conducting a research programme into personality differences over a 24-hour period with the help of the Institute For Medical Research and

Larks said that their alertness peaked at 2pm, owls at 6pm

Occupational Health at Zagreb, Yugoslavia.

"They have more experience of this kind of experiment because their unions and management are more co-operative and agree that it is an area which urgently needs to be understood," he says.

"I am definitely an owl and my wife is a lark." Folkard believes that more women than men are "morning" types, possibly because biologically this pattern of sleep is more suited to the raising of children.

"Our research proved there is good justification for flexi time in the workplace because people do seem to react differently at different times of the day depending on their personal clocks. But the question of sleep patterns is much more complicated than simply feeling alert at certain times of the day. We studied the circadian rhythm (that is, through 24 hours) of 28 people and discovered that when we asked them to rate themselves for alertness, larks said their alertness rose from the time they woke up to reach a peak at 2pm, when it began to go down again, whereas evening types didn't reach their maximum until 6pm.

"Although there was a four-hour difference between morning and evening types in when they thought they were most alert, there was no such difference in the physiological measurements of alertness. If you allow people to work when they feel relatively alert they may be happier because they will believe they are

doing a better job, but there is not direct evidence to support this belief."

Natural sleep patterns can be adjusted to suit work requirements, it seems. City types who have to get up earlier and earlier to deal with the international stock markets can still perform effectively so long as they get the sleep their bodies require. Similarly, hospital doctors who are obliged to stay awake for long hours can catch up with the sleep they need on their days off. But sleeping problems may require treatment.

At the Sleep Clinic of the Atkinson Morley hospital, London, there is a six-month waiting list of people with serious sleep disorders, which fall into four groups: difficulties of initiation and maintaining sleep, excessive somnolence, parasomnias (sleepwalking, sleep talking and night terrors) and other disorders such as narcolepsy (uncontrollable attacks of sleepiness).

"They can be treated at the sleep clinic — which also runs group therapy sessions twice a week — or within the sleep

Tea, coffee and alcohol can all prevent the natural cycle of sleep

laboratory, which has two bedrooms, decorated with attractive wallpaper and the sort of duvets you have at home. Patients stay for two nights, sleeping with electrodes attached to their heads, and are recorded on video.

Those who can manage on just a few hours' sleep are in the minority, says psychiatrist Dr Larry Culliford, senior registrar at the hospital. Most of us need between seven and nine hours. And we need to have the right kind of sleep. Proper sleep has a cycle — light, deep, light and rapid eye movement (REM, which is associated with dreaming) — which lasts for 90 minutes and is repeated between three and five times a night. Anything which prevents or interrupts

this pattern will affect the restorative process of sleeping.

"There is a very worrying number of people who are tolerating bad sleep and not doing anything about changing their sleep lifestyle," Culliford says. "When people have to get up earlier than their normal time, what they miss out on is REM. Tea and coffee and especially alcohol can prevent people from having natural sleep — which is why they go to their doctors and ask for sleeping pills. But these should be reserved 'coma pills', because they put you into some kind of unconscious state which deprives you of the good bits of sleep, the dreaming."

Dreaming can not only have a cathartic effect on our psyche, it can be manipulated into a useful tool for our waking hours. Dr David Fontana, educational psychologist at the University of Cardiff, is conducting research into the ability of people to solve problems while they are asleep, with the assistance of a nursery nurse, Pat Hunt.

Mrs Hunt, a grandmother

from Nelson, Mid-Glamorgan, contacted Fontana when she read of his research and has been recording her dreams for four years. Fontana gives her simple problems — anagrams or the kind of mathematical question popular on IQ test papers — to "solve" in her sleep. For example, she was asked on one occasion to make eight equilateral triangles using six lines of equal length.

"That night," Mrs Hunt says, "I dreamt of a violinist near my home but instead of the road underneath there was a placid lake with the triangles reflected in the water. I knew when I woke up I was going to need one triangle going up and one going down. I overlapped them so they ended up looking like the Star of David."

"Dream thinking is not like intelligence, being creative, lateral thinking or trial and error because it is not produced in a rational logical way," says Fontana. "At the moment there may be only about one person in 100 who can do it, but my view is that

If we could gain control of our dreams we could key into all sorts of new ideas

people could be trained to learn how to remember their dreams. I am trying to isolate the way the problems are solved to see if there are any patterns. I think Pat is totally genuine and her success rate is about 75 per cent."

Some scientists believe our dreams are like ridding a computer of unwanted programmes but Fontana maintains that if we were able to gain sufficient control of our dreams, through "lucid" dreaming, we would be able to key into all sorts of new ideas, dredge up forgotten memories which may be haunting us, become aware of our unconscious preoccupations and learn how to cope with them.

It might also help some of those with sleeping problems, according to Mrs Hunt. Before she started studying her dreams she was a bad sleeper. "But now I concentrate on the problem I have to solve and I go back to sleep with no trouble."

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Crash of the violent

MEDICAL BRIEFING

Most people who have lost money or jobs in the stock market collapse will, however depressed, grimly set about reorganizing what is left of their lives and fortunes. But one American investor dealt with the problem differently: he went to the local office of Merrill Lynch, shot his broker dead, wounded an assistant, then turned the gun on himself.

This impulsive, aggressive, suicidal act is unlikely to have been the first time he exhibited anti-social behaviour. Research has shown that people who react in this way to stress have frequently led a turbulent childhood and an adult life studded with violent incidents. Usually this stems from a poorly controlled temper and a tendency to act on impulse.

Ten years ago it was suggested that this type of personality is likely to be due to a faulty biochemical mechanism in the brain and to poor early upbringing. Biochemical analysis of the fluid around the brain has shown that low levels of Five HIAA, a breakdown product of serotonin, is related to impulsive and aggressive behaviour. Patients who commit suicide quietly, with minimum fuss to others, have normal levels of Five HIAA, whereas those

cases where the suicide was violent have raised levels. Likewise the Five HIAA level in the impulsive murderer is high, in the premeditated, detached murderer it is low.

A recent review in *The Lancet* of the relationship between Five HIAA levels and impulsiveness also links other frequently observed quirks of human behaviour to alterations in serotonin metabolism. Alcohol has a complex effect on serotonin, and changes in its metabolism may be the reason that some people become aggressive and impulsive after even small quantities of alcohol.

The benzodiazepines, such as Valium, Librium and Mogadon, lower serotonin production. With them some patients show a paradoxical reaction. Instead of becoming tranquilized they become violent. It is thought that this, too, may be linked to an abnormally low level of Five HIAA. So might the extremely aggressive behaviour induced in some patients by hunger, or even by taking a sugary snack when fasting. It is thought in this instance that they tend to have high levels of insulin, which is linked to low levels of Five HIAA as well as low blood-sugar.

Feet of little endurance

There are few patients likely to cause doctors' trouble to fall faster than those who complain of trouble with their feet: yet to each of the many problems feet present there are remedies which, even if they do not cure, will ease the pain and improve mobility.

A recent edition of *General Practitioner* reviews foot care. Bunions (*hallux valgus*), are the most common complaint. They affect women more often than men, and have a tendency to run in families as they are nearly always associated with a wide forefoot, an hereditary characteristic.

In younger patients, a wide-fitting shoe may be all that is orthopaedically necessary, although cosmetic considerations often demand more drastic treatment.

In older patients, surgeons may have to remove the affected joints. The operation is not without complications, and recovery is often slow.

The trouble is nearly always caused by wearing fashionable rather than "sensible" shoes in childhood.

The *General Practitioner* reports that one chiropodist has noticed a 20 per cent increase in children's foot

deformities in the past five years, which he attributes to modern parents allowing children, sometimes only six or seven years old, to choose fashionably pointed or almond-shaped shoes.

Parents, however keen on foot care, now find it difficult to buy a shoe larger than a child's 10th, which is not pointed; in 20 years the surgery queue will be filled with hobbling women.

Sucking on a new risk

The association between cancer of the tongue and mouth with tobacco, whether smoked or chewed, has been acknowledged for more than 100 years, as has the greater risk for patients who are heavy smokers as well as tobacco addicts. Comparatively recently, oral snuff pouches, which look like teabags but are designed to allow tobacco to ooze out of them when held in the mouth, have been marketed as a safer way, without any risk of cancer of the lung. But they, too, are under suspicion.

In a letter to *The Lancet*, Dr Scott Davis, of the University of Washington, blames the 80 per cent increase in cases of tongue cancer recorded in the United States in the past 15 years on their use. During this time there has been a 42 per

cent increase in the sale of this type of oral snuff.

The greatest increase has occurred in men in their thirties, in whom the rate increased threefold between 1973 and 1984. Despite these figures there is no universal agreement as to the cause of the increase, as the number of cases of cancer of the tongue has also increased in countries such as Scotland, where sucking teabags filled with tobacco is still a rare vice, but it is possible that in these countries other factors operate, possibly increased alcohol consumption.

An itch in time

People in rural communities have traditionally treated severe generalized itching with a baking powder bath: half-a-cupful of the powder in a bathful of tepid water. But although a widely recognized treatment, it has never reached medical textbooks.

By writing about it in *The Lancet*, three doctors from the department of dermatology at the University of Massachusetts have given the treatment medical respectability. They suggest that it is safe, easy to prescribe and economical. It should now be thoroughly investigated as a means of treating the irritation caused by eczema and other conditions.

Dr Thomas Stuttaford

TOMORROW

Why Janet Suzman returned home to South Africa to mix pleasure with politics and created a controversial smash hit

How hot are you running?

If you are hostile, restless, impatient, then your immune system is probably overheating, says Dr Paul Pearsall (right) with advice on cooling it down



He in no way disparages the advances of medical science nor would he ignore conventional treatment but he feels our over-reliance on "instant" cures may ultimately be "re-arranging the deck-chairs on the Titanic". With Aids, which attacks the immune system itself, this is particularly pertinent. "Research is under way to wipe out Aids by some miracle drug, yet the important aspect of strengthening the immune system is being neglected."

He is concerned that people should not be blamed for their illness. "We must know ourselves but we must be tolerant and forgiving. Besides, disease is very healthy. The immune system is designed to cope with it. My emphasis is not on ending disease but on learning from it and on accepting it as a challenge."

He points out that though his theories might seem radical, much of what he is saying is very old. "The trouble with the ancients is that they've pinched all our best ideas. Before Descartes proposed that the mind and body were separate, it used to be felt that research and dissection were sacrilegious. You were cutting the soul itself."

"Of course, the separation was helpful because it led to all our modern medical breakthroughs. The trouble was we forgot to put things back together again. Now new evidence is pointing to a reconnection of mind and body to save our wellness."

Liz Gill

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Superimmunity. Master Your Emotions and Improve Your Health by Dr Paul Pearsall, published by Ebury Press, November 2, £12.95.

At the core of medicine lies a conundrum. Why does one person succumb to sickness while another remains well? Why, for that matter, does the illness strike one year and not the next?

The answer lies hidden within our immune system, the body's complex, barely understood secret service which seeks and destroys invaders from without and subversives within. It has generally been thought that an individual was at the mercy of his or her immune system, its victim rather than its master. But a new book by an American psychologist, Dr Paul Pearsall, claims we can have far more control over that system than we ever dreamed.

Essentially his theory is this: the brain and the immune system are inextricably linked by hormonal and other chemical messages in what he calls the supersystem. In turn the brain's patterns of secretions are biochemically affected by thoughts and feelings. Thus the more you control your emotions the more you control your supersystem.

This is superimmunity, which gives the book its title and which he defines as "the capacity to think and feel in ways that can protect us from disease, heal us when we are sick and help us to attain new levels of wellness — a level far beyond the mere absence of symptoms."

Pearsall identifies two ways in which our supersystems can run to harmful extremes — too hot or too cold. He stresses these are hormone-linked ways of functioning, not personality types. We can run in different ways at different times in our lives and veer between the two.

Hot running makes us more hostile, restless, impatient, competitive, self-absorbed, and feeling responsible for everyone and everything. Hot running makes us prone to migraines, ulcers, spastic co-

lons, hypertension, heart disease and irritable bowel syndrome. "When we run hot we run selfishly, we experience high levels of tension, feel charged up, defensive, over-mobilized and our body and immune system function in the same way," Pearsall says.

"Cold reactors, on the other hand, feel a sense of inadequacy, of defeatism. They feel helpless victims, self-blaming, self-deprecating and passive. Their supersystems become cold, slow and inattentive." Cold runners would be prone to cancer, asthma, diabetes, multiple sclerosis and rheumatoid arthritis.

He believes we should aim to cool down or warm up to the healthiest level — "not too hot, not too cold, just right."

He sets much store by what he calls "grandmother's advice" — regular balanced meals, moderate exercise, a good night's sleep and avoiding toxins such as nicotine. "But you have to stress the positive side rather than scaring people all the time." He is scathing about the health and fitness "industry" — diet fads, excessive exercise programmes, stress reduction techniques that just leave the mind free to worry more.

YOUR MEDICAL QUESTIONS.

ANSWERED.

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CANCER Breast cancer Colon cancer Kidney and bladder cancer Lung cancer Prostate cancer Skin cancer Stomach cancer	0898 600 748 0898 600 749 0898 600 750 0898 600 751 0898 600 752 0898 600 753 0898 600 754 0898 600 755
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THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

BOOKING KEY
★ Seats available
★ Returns only
(D) Access for disabled

THEATRE LONDON

FOLLIES: Southam's musical, in London at last, has Diana Rigg and Julia McKenzie leading a starry cast.
Shaftesbury Theatre, Shaftesbury Avenue, WC2 (01-379 6399). Tube: Holborn/Tottenham Court Road. Mon-Sat 7.45-10.15pm, mat Wed and Sat 3-5.30pm, £10-22.00.

GRUOCHU & LIFE IN REVUE: Frank Farrant in musical entertainment about the man with the pork moustache.
Comedy Theatre, Penton Street SW1 (01-830 2578). Tube: Piccadilly Circus. Mon-Sat 8-10.10pm, mat Wed 5.10pm and Sat 5-7.10pm, £10-22.50.

THE IMPORTANCE OF BEING EARNEST: Dame Hilary Brudenell-Bruce and her Lady Bracknell offers her ideas from a cunning adaptation of Mr Wilde's original.
Whitehall Theatre, Whitehall, SW1 (01-830 7765). Tube: Embankment/Charing Cross. Previews tonight, Fri and Sat 7-10.15pm, then Mon-Fri 8-10.15pm, Sat 3-5.10pm and Sun 2-5.15pm, £10-22.50.

IT'S A GIRL: Bush Theatre presents an all-woman musical show on pregnancy and allied matters.
Bush Theatre, Bush House, Shepherd Bush Green, W12 (01-743 3388). Tube: Shepherd Bush. Previews tonight 7pm, then Tues-Sun 8pm, £10-22.50.

LETICIA AND LOVAGE: New Peter Shaffer play starring Maggie Smith and Margaret Tzuc, directed by Michael Stokoe.
Globe Theatre, Shaftesbury Avenue, W1 (01-473 3697). Tube: Piccadilly. Mon-Sat 7.45-10.15pm, mat Sat 3-5.30pm, £10-22.50.

THE LIFE OF NAPOLEON: John Sessions's dazzling one-man show, with the additional voice of Olivier, about Napoleon, Brando and about 30 others. Transfer after sat out-run at Riverside.
Albany Theatre, St Martin's Lane, WC2 (01-836 3873). Tube: Leicester Square. First night tonight 7.30pm, then Mon-Fri 8-10.15pm, Sat 3-5.10pm, mat Sat 3-5.30pm, £10-22.50.

THE LIVING ROOM: Major revival of Graham Greene's first play, cast includes Katherine Mulvihill, Jack Carroll, Doreen Keir, Peter Blythe and Paul Denman.
Royalty Theatre, Portland Street WC2 (01-831 0600). Tube: Holborn/Temple. Mon-Sat 8pm, mat Wed 5pm and Sat 5pm, £10-22.50.

A MAN FOR ALL SEASONS: Charlton Heston takes over the role of Sir Thomas More in the strongly

cast transfer from Chichester.
Every Theatre, The Strand WC2 (01-836 8888). Tube: Charing Cross. Mon-Sat 7.30-10.15pm, mat 2.30-5.15pm, £10-22.50.

THE PIED PIPER: Pop Browning and the rocking mts. Enchanting children's show with Sylvester McCoy as the piper.
National Theatre (Olivier), South Bank, SE1 (01-828 2252). Tube: Waterloo. Previews from today, 2-3.30pm and 7-8.30pm tomorrow, 7.30pm and 10.30pm, then Mon-Fri 2-3.30pm, Sat 2-3.30pm, Sun 2-3.30pm, £10-22.50.

THE SMALL POPPERS: Three Australian children set off for their first day at school. New children's entertainment about the man with the pork moustache.
Young Vic Theatre, 66 The Cut, SE1 (01-828 8593). Tube: Waterloo. Previews from today, 2-3.30pm and 7-8.30pm, then Mon-Fri 2-3.30pm, Sat 2-3.30pm, Sun 2-3.30pm, £10-22.50.

A VIEW FROM THE BRIDGE: Michael Gambon magnificent in transfer of Alan Ayckbourn's NT production.
Aldwych Theatre, Aldwych, WC2 (01-836 8404). Tube: Charing Cross/Covent Garden. Previews from today, 2-3.30pm and 7-8.30pm, then Mon-Fri 2-3.30pm, Sat 2-3.30pm, Sun 2-3.30pm, £10-22.50.

LONG RUNNERS: ★ The Business of Murder: Mayfair Theatre (01-828 3086). ★ Cuckoo: New London Theatre (01-836 0072). ★ The Business of Murder: Mayfair Theatre (01-828 3086). ★ Cuckoo: New London Theatre (01-836 0072). ★ The Business of Murder: Mayfair Theatre (01-828 3086). ★ Cuckoo: New London Theatre (01-836 0072).

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FILMS

Also on national release
★ Advance booking possible
BELLY OF AN ARCHITECT (15): Peter Greenaway's study of a middle-aged architect (Brian Dennehy) losing his confidence and possibly his wife in Rome (118 min). 8 Gate (01-727 4043). Progs 2, 4, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 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THE TIMES

PART 2

THURSDAY OCTOBER 29 1987

Cost of money falls as pound strengthens further against dollar

City set for base rate cut today

By David Smith, Economics Correspondent

Interest rates on the London money markets fell yesterday, in the expectation that the Chancellor will sanction a cut in base rates to sweeten the impact of the BP share sale on the markets.

The key three-month interbank rate fell to 9.94 1/8 per cent, at which level it discounted a half-point reduction in base rates from the present level of 9.5 per cent.

"I think we will probably see a cut tomorrow," said Mr Stephen Lewis, the director of economic research at Phillips & Drew. "Base rates could go down a lot during the next few weeks, as problems in the financial system surface."

The scope existed for a narrowing of interest rates between Britain and West Germany, he added, although the room for further rate reductions in the United States was limited.

Speculation about an early cut in rates has heightened because of the weakness of the equity market. Share prices were down again yesterday, after Tuesday's modest recovery.

After last Friday's reduction

in base rates from 10 to 9.5 per cent, Treasury officials emphasised that the fall in equity markets represented an effective tightening of monetary policy.

Base rates were last raised, from 9 to 10 per cent, on August 6, amid fears that the economy was overheating. The crash in stock market values has removed fears of overheating and inflation, opening the way for interest-rate reductions.

The pound has been strong since last week's base rate reduction. Yesterday it rose by 1.3 cents to \$1.7085 against the ailing dollar, and edged up to just below the DM3 level against the mark. The sterling index rose by 0.3 points to 74.4.

Foreign exchange dealers believe that intervention in the markets by the Bank of England this month has been at its most intensive since the pre-election attempt to hold down sterling in the spring.

Mr Kevin Bookes, economist at Greenwell-Montagu Gilt-Edged, said that next week's figures for Britain's official reserves could show a

rise of \$6 billion (£3.5 billion) during October.

The Bank would be reluctant to see a further cut in base rates translated into a mortgage rate reduction.

The other official concern about a rapid reduction in base rates is likely to come from signs of an acceleration in the growth of narrow money, M0.

Mr Steven Bell, the chief economist at Morgan Grenfell, said that the 12-month rate of growth of M0 has accelerated to about 5.7 per cent this month, near the top of the official 2-10 per cent target range.

Gilt-edged more than a point in London because of base rate optimism, but their rise was limited by the US bond market's performance, which was held back by dollar weakness.

The gilt market has gained strongly during the crash in equity prices — long-dated stocks rising by about 10 points — but analysts believe that there could be further gains if the BP share sales go ahead and leads to further equity market weakness.



Counting the cost: Douglas Minns (left) and Robert Akers register BP share applications at the Royal Bank of Scotland

White House seeks an early end to deficit reduction talks

From Bailey Morris, Washington

The White House is pressing for an early completion of its deficit reduction talks with Congress in the hope that it can announce agreement on a two-year programme as early as this week, officials said yesterday.

But some economists are now warning that a substantial package of tax increases and reduced government spending is coming at the wrong time and may send the United States economy into deep recession.

Mr Robert Eisner, the president-elect of the American Economic Association, sharply criticized the negotiations which he said were based on "conventional wisdom" which no longer applies.

"This is a mindless throwback to the economics of Herbert Hoover," he said.

A group of conservative economists has issued a statement that the US risks a disaster by curtailing the stimulus of government spending and by raising taxes at a time when consumer spending is declining rapidly.

But Mr James Baker, the Treasury Secretary, said yesterday, as he went into the second day of negotiations, that the Administration's goal was to reach an agreement "as soon as possible" on a package of a minimum of \$23 billion (£14.5 billion) in cuts and possibly more.

Earlier, in a televised interview, Mr Richard Darman,

the former deputy to Mr Baker, said that Wall Street would not be reassured by a "one-shot" \$23 billion reduction which is already required by law.

Mr Darman, now a managing director of Shearson-Leahman Brothers, said he believed that negotiators would agree on reductions of at least \$30 billion in fiscal 1988 and that a second year cut would also be needed.

"We need a second-year reduction that would be more or less automatic, one that would not require another

political negotiation or another crisis to achieve," he said.

Congressional negotiators continue to hold out for tax increases which the Administration has shown no inclination to accept, officials said.

A member of the negotiating team said yesterday that he believed it was possible to move more than the \$12 billion in taxes already agreed by House and Senate officials.

The negotiations began as top United States banking regulators reported to Congress that the health of the American banking system was

essentially good in the aftermath of the market's fall, despite some lingering trouble spots.

Mr Robert Clarke, the Comptroller of the Currency, said that it appeared that "our financial system has shown considerable resilience in the face of the current shocks."

The Comptroller said that Congress must not use the crisis in the markets as an excuse to withdraw proposed reforms that would allow banks to move into the securities business.

Citing the need for change, Mr Clarke and other United States officials urged Congress to move forward with a sweeping overhaul of the Glass-Steagall Act which has kept

separated the functions of banking and commerce for more than 50 years.

Administration officials said that these separate functions could exist under a

solid company structure that would allow regulators to treat them separately, providing insurance only for banking deposits, for example.

The fact that Continental Illinois, the subject of a \$4.5 billion government bailout — the largest in United States history — had emerged intact from the market collapse despite the need to inject capital of as much as \$200 million into an options subsidiary was cited as an example of the new system at work.

Several leading analysts have also been saying that if the market establishes a new floor around the 1,700-1,800

level, the outlook should not be too bad.

This week has seen gyrations similar to last week in Wall Street, but on a narrower scale. The index fell 157 points on Monday, recovered 52 points on Tuesday and appeared to be edging up towards the early close yesterday.

The market is trading only between 9.30 am and 2 pm for the time being, to allow operators to cope with the huge volume.

Prices fluctuated on US Treasury securities, a haven for nervous investors. The yield on the 30-year bond stood at 9.09 per cent compared with 9.06 per cent late on Tuesday.

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BP: biggest flotation flop of all

By David Young, Energy Correspondent

The Government's dream of adding another 6 million small investors to the total created through its privatization programme, evaporated yesterday as share prices continued to plunge and the BP share sale became the biggest flotation flop in history.

The 6 million who had registered interest in buying the Government's 31.5 per cent holding in Britain's biggest and most successful company kept their cash in the bank and building societies.

Only an estimated 200,000 investors applied for an average £1,000 worth of shares by the time the offer closed at 10 am yesterday.

NM Rothschild, the Government's financial adviser to the issue, said, with a considerable degree of understatement: "The issue has been undersubscribed."

Even that number surprised the City, but market research

shows that these investors are prepared to hold shares as long-term investments and earn the bonus shares that will be awarded on a one-for-10 basis in three years' time.

The underwriters face potential losses of up to £1 billion and are continuing to press Mr Nigel Lawson, the Chancellor, to shelve the issue.

Mr Lawson has said he will announce his decision today, probably at the opening of business in Parliament. The City expects the sale to go ahead as planned and will have to sell other shares to meet underwriting losses.

Only a small number of the 2,000 applicants has contacted the BP share information office about stopping their cheques to avoid paying 330p for shares that are available in the market at 254p.

Under the terms of the share offer they are legally committed to taking up their

allocations, but the Treasury is unlikely to take legal action against anyone who has applied for around the minimum allocation of £100 worth of shares and attempts to withdraw.

The leading underwriters, led by NM Rothschild, have argued that the market collapse has changed circumstances so fundamentally that the Government should consider shelving the issue.

The markets have also been affected by rumours on Wall Street that one of the four large US banking groups which would have to pay more than £66 million in underwriting costs is considering declaring force majeure because the market collapse has left it without the liquidity to meet its commitment. The four US banks involved are also believed to be jointly considering such a declaration.

In Canada, Wood Gundy, the lead underwriter, which

together with finance houses McLeod, Young and Weir and Dominion Securities, faces a combined loss of £56 million, is also understood to have told the Bank of England that it will have difficulty in meeting its commitments.

Canadian government officials have been in touch with Whitehall expressing their concern. Unlike the British underwriters, the overseas finance houses have not sub-underwritten their agreements and limited their exposure.

The matter is now being considered by BP, the Treasury and underwriters with the Bank of England as mediator. The final decision rests with Mr Lawson.

Yesterday, each side presented its views in writing — because of the legal complexities in the matter every stage in discussions has to be recorded — and the Bank's views are being considered overnight by Mr Lawson.

HK futures firms sue 39 brokers

From Stephen Leather Hong Kong

The two Hong Kong firms that act as guarantors for the crisis-hit futures exchange are suing 39 brokers for a total of HK\$1.8 billion (£138 million).

The Hongkong Futures Guarantee Corp and KCH (Hongkong) have jointly issued 39 writs of summons in the High Court against the brokers, including a firm partly owned by Mr Ronald Li, Stock Exchange chairman.

Mr Li was forced to resign earlier this week as vice-chairman of the futures exchange after the government had to mount a \$4 billion rescue package to bail out defaulting brokers.

The writ claiming the biggest amount, HK\$645.6 million, is lodged against Mr Lee Kwok-Wing who operates Solid Futures Co. The smallest amount is \$1.1 million, filed against Wintakly Co.

The futures market was badly hit when the Hang Seng Index fell 34 per cent on Monday after the Stock Exchange returned from suspension. On Tuesday 43 brokers were suspended for failing to meet margin calls.

Second Eurobond casualty

By Our City Staff

Dean Witter Reynolds last night said its London capital markets subsidiary had ceased making markets in Eurobonds, although it would step up its sales of US-related products. The firm, a subsidiary of Sears Roebuck and Co., the retailer, is the second Eurobond house to withdraw from the market this year.

Lloyds Bank announced in

June it was closing its Eurobond operations.

Mr John Lacey, managing director for Dean Witter's parent company in New York, said the decision was not linked to the collapse in world stock markets.

He said the fixed income operations of the parent company and the London capital markets unit had been profit-

able this year and that the decision to withdraw did not reflect a desire to stem losses.

However, he said the firm was becoming more concerned about the lack of liquidity in the markets. In June, it ceased making markets in floating rate notes, a sector which has been particularly hard hit by illiquidity after the price collapse.

Prices rebound on Wall St

From Charles Bremner, New York

Wall Street stocks plunged soon after opening yesterday on news of fresh falls in the dollar and overseas markets, but then bounced back by mid-morning to take the Dow Jones index 35 points higher than Tuesday's close of 1,846.

The Dow Jones industrial average fell 63.33 points in the first hour of trading as the market responded to the dollar's new seven-year low against the mark and its five-year low against the pound.

The rebound mainly affected blue-chip industrial stocks — those measured by the Dow — and traders said the fresh surge did not spread across the board.

Mr John Grovesman of

Ladenburg Thalland and Co said: "The market is looking very good. Maybe what we're seeing today is that the people who wanted to sell out have already done so."

Traders were also taking note of reports by leading analysts in newspapers yesterday, suggesting that the time may not be right for Washington to raise taxes or cut spending in order to curb the huge, twin deficits. Both moves could further brake the economy at a time of uncertainty.

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level, the outlook should not be too bad.

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Merchant bank confirms US resignations and losses

By Richard Thomson, Banking Correspondent

Morgan Grenfell yesterday confirmed that Mr Keith Harris, the president of its US operations, was resigning to join Drexel Burnham Lambert, the US investment bank, along with three junior colleagues, as reported in *The Times* yesterday. He will be replaced by Mr Jon Perry, chairman of Morgan Grenfell US Holdings and a group board director.

The merchant bank said that Mr Harris's departure was unconnected with losses of \$25 million (£14.7 million) incurred on its risk arbitrage business during the current stock market collapse. Mr Harris is, however, the second head of the US operation to resign within a year.

Morgan said that it remained firmly committed to its US operations, especially its corporate finance, swaps and asset management business — although its commitment to these areas had not been questioned. But it said that its risk arbitrage operation in New York would

continue to operate at a lower level of exposure.

Morgan confirmed that it was reviewing its New York business and that changes in its operations there were likely to result. A small number of additional senior appointments are likely to be made soon to bolster the management strength of Morgan Grenfell Inc.

There have been growing worries on Wall Street over the apparent lack of profitability of the company, which has also been plagued by a high turnover of staff in the past 18 months.

There is also some concern that Mr Perry, who is currently based in the US, intends to move back to London in the next few months and will run Morgan Grenfell Inc from there. Other British firms which have tried to run the US operations from this side of the Atlantic have tended to be unsuccessful, because their management becomes unrespon-

sive and out of touch with US markets. The appointment of more senior managers for Morgan Grenfell's US operation, however, may counter such concerns.

After taking into account earlier profits on the risk arbitrage operation, the business has made a cumulative \$14 million loss, Morgan said.

The losses on its London based securities trading operations since October 16 so far amount to just under £5 million, the merchant bank said — although it told *The Times* on Tuesday that the figure was less than £10 million. But over the year to date the equities business is in profit and ahead of budget, the bank said.

In the meantime, CJ Lawrence, Morgan's US agency broking firm, has little direct exposure to falling US equity markets, but is able to operate profitably as middleman in the hectic share-trading now going on in New York.

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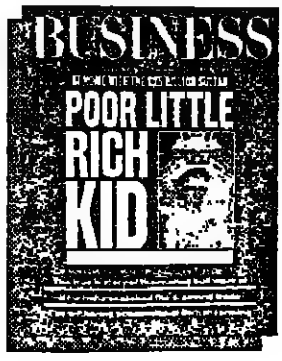
It's essential reading for anyone nursing losses or hoping to make a killing in a volatile market.

Also in this month's issue, we unveil the facts about a man who'll never have to worry, however much markets fall.

The Sultan of Brunei, reputedly the world's richest billionaire.

So take a break from watching the FT index and take a look through our index.

This month, more than ever, you simply can't do business without BUSINESS.

Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1288.5 (-33.5)FT-SE 100
1658.4 (-44.9)Bargains
46378 (57523)USM (Datastream)
156.85 (-7.5)

THE POUND

US dollar
1.7085 (+0.0130)W German mark
2.9950 (+0.0067)Trade-weighted
74.4 (+0.3)M&S rises
11% to
£171.7m

Unseasonal weather adversely affected trading at Marks and Spencer in the six months to end-September. Increased efficiency enabled pretax profits to rise 11 per cent to £171.7 million as

TSB says shareholders back Hill Samuel bid

By Richard Thomson
Banking Correspondent

The Trustee Savings Bank Group yesterday countered suggestions that its £777 million takeover of Hill Samuel, the merchant bank, was under threat because of opposition from the TSB's own institutional shareholders.

A TSB spokesman said: "There have been board-level meetings with the institutions today and we have the clear impression that our major shareholders will back us to the hilt on the Hill Samuel bid."

There had been suggestions that, because of the fall in Hill Samuel's share price in line with the stock market collapse, many of the TSB's institutional shareholders no longer felt the purchase of Hill Samuel was good value.

The TSB is committed to paying Hill Samuel shareholders 810p a share, but the merchant bank's share price yesterday stood at about 745p.

The bank emphasized that institutions accounted for only 25 per cent of its shareholders while the rest



Talking heads: Sir John Read (right) with Sir Robert Clark, chairman of Hill Samuel Group

were all private investors. The matter should be settled at the TSB's extraordinary meeting on Monday, when shareholders will vote on the bid. The only way the TSB could withdraw from the deal at this stage would be if its shareholders voted against it.

City analysts believe that if the TSB were to drop the deal

with Hill Samuel, the merchant bank's share price would plummet, perhaps by half of its current value.

But despite its determination to continue the bid, the TSB has not ruled out the possibility of scrapping the deal if the stock market falls further. A spokeswoman said: "There could conceivably

come a point where we would have to pull out, so we will have to keep watching the stock market."

"If the market fell by half again, we would have to pull out."

Sir John Read, chairman of the TSB Group, believes, however, that Hill Samuel still represents a worthwhile long-term strategic investment. He is aware that should the TSB withdraw from the deal, the Takeover Panel might not allow it to renew its bid.

Meanwhile, two leading United States banks announced the disposal of overseas operations. Continental Illinois unveiled a strategy that included selling off parts of its international operations and all of its Chicago banks.

Chase Manhattan, one of the largest New York money centre banks, yesterday announced that it was negotiating to sell its Dutch banking subsidiary to Credit Lyonnais.

The French bank, Nederlandse Credietbank is the sixth largest commercial bank in the Netherlands with assets of \$5 billion (£2.9 billion).

Payment may end Brazil impasse

By Mac Margolis

The prolonged stalemate between Brazil and its creditors that has damaged bank profits and stunted vital capital flows to its ailing economy may be near an end.

Senhor Fernando Collor, the president of the Brazilian central bank, has announced an agreement by which Brazil would make a "token payment" on overdue debt. The payment, of about \$450 million (£263 million), the equivalent of one month's service on foreign bank debt, is to be deposited in an international account, probably at the Bank for International Settlements in Switzerland.

In turn, the banks, who hold \$68 billion in loans to Brazil, would also make a deposit of up to \$1.5 billion. The money is unlikely to be paid into the account immediately.

The deposit would be held in escrow until agreement is reached on ending the eight-month debt moratorium and on long term rescheduling of Brazil's \$112 billion debt.

The plan only postpones the debt problem. Brazil's refusal to submit to monitoring by the International Monetary Fund still stands as the most formidable barrier to a lasting debt accord between Brazil and the 700 creditor banks.

But the deposit scheme has been hailed as a diplomatic step towards clearing a thorny impasse. The timing is also crucial.

This week the US inter-agency country risk exposure committee is evaluating Brazil's credit standing. A negative rating would demote the Brazilian debt to the status of "value-impaired," a category reserved for the poorest nations.

A value-impaired designation would provoke further losses to bank portfolios and effectively bar Brazil from future loans.

International bankers were quietly pleased by the agreement, which takes the pressure off the need for an immediate rescheduling agreement with Brazil before the US regulators make their decision. Detailed negotiations on a rescheduling package will now begin.

The escrow account was worked out between Brazilian officials and negotiators from the Federal Reserve Board and the US Treasury. Although the advisory committee representing the international bank creditors was kept informed, it did not play an active part in the agreement.

Markets scent oil on troubled BP waters

There are two ways in which politicians can approach financial markets: they can go with the grain or they can take them on (ignoring them is not an option). History is littered with the damaged reputations of those who tried to slug it out in the middle of the ring. Remember Denis Healey who in 1976 left for Hong Kong while the pound was in free fall: he turned back at Heathrow and the International Monetary Fund bailiffs were in.

Nigel Lawson is in an unenviable position. His every instinct is to defy the crumbling stock market, which, if it continues to fall, will herald recession. He despises wheingiving underwriters of the BP issue, to a chorus of approval from the crowd relishing the prospect of City blood-letting. Never mind that few, if any, major underwriters would suffer much more than a scratch. Losses will be hidden, or offset against accumulated capital gains, or simply passed on to insurance policy-holders, or unit-holders, or unsuspecting shareholders.

The question, which presumably will be answered today, is which is more important, taking a step — withdrawing or modifying the rules of the BP issue — that would help stock markets everywhere to recover their nerve; or indulging in a punitive expedition whose sole merit is to prove that we have an iron Chancellor who refuses to change his mind? Last night there was a definite feeling that a constructive compromise had been worked out that would reassure the markets and those of us who do not like to think that sanity and sound political instincts within Treasury and Cabinet have entirely evaporated. Expectations of a 1 per cent cut in bank base rates had also begun to run high.

As I argued here yesterday, BP is not simply a domestic issue. It has huge implications for the company, for the status of both City and Government in overseas eyes, for fraud and frightened stock markets. The international dimension has so far been blithely ignored. So, too, has the situation of some 250,000 small, private shareholders who are committed to taking up BP shares at 330p each when the market price is 254 and fated to go lower. Are a quarter of a million people who have been overtly encouraged by the Government to climb aboard the wider shareholder bandwagon too few to matter? Surely not. As the tragedy of thalidomide proved, what you do to the few is permanently etched in the minds of the many.

Mrs Thatcher still has a choice. She will have observed yesterday that her Chancellor's belligerent stance produced an entirely predictable response in the City. Share prices resumed their vertical fall, with the FT-SE index crashing through 1,600 just before 3pm in the wake of a weak Wall Street opening. Meanwhile the dollar, despite concerted central bank support, was

sliding drunkenly in the foreign exchange market. Mr Alan Greenspan, head of the Federal Reserve, by courtesy of the Bank of Japan let it be known that he favoured a cut in the Federal discount rate — the action of a man who wants the devaluation of the dollar to continue, preferably at a faster pace. At the rate the dollar is being talked down, we shall see a \$2 pound. We will not of course, because the British economy could not stand it. We shall instead see further cuts in bank base rates as a counter measure.

All is not yet lost. The stock markets, both in New York and London, sensed that something helpful might happen and started to go better in mid-afternoon. In London the FT-SE index, which at its worst was down 105.3 points, recovered to close 44.9 down at 1658.4. The Dow Jones Average turned from minus to plus. Both the New York bond market and the London gilt-edged market whose earlier strength reflected the flight from equities went easier. There was suddenly a scent of something better in the air.

Pepper on the crash

One of the reassurances of the present crash has been that the mistakes of 1929 will not be repeated. Then, the story goes, the Fed tightened monetary policy just at the time when Wall Street's fall was bringing the economy to its knees. By acting to provide liquidity now, the Fed has shown it knows its history.

Fine, but what if the crash itself came as a result of a monetary squeeze by the Fed, which is exactly the argument Gordon Pepper puts forward in the latest Midland-Montagu *Monetary Bulletin*. A financial bubble was building up in both the United States and Britain before the crash, and had been forming since 1982. For most of this year, however, real growth in the main measures of money in the United States has been negative. "Given the dangerous financial bubble which existed, the Fed tightened monetary policy too suddenly and too sharply," Mr Pepper writes. "This turned a chronic situation into one which was acutely dangerous."

It was Milton Friedman who uncovered the monetary explanation of the Great Crash. And it was he who warned that tight US monetary policy was in danger of producing a US recession next year.

What happens now? A substantial easing of monetary policy has its limits because of the dollar's vulnerability. Anything more than a 10 per cent dollar fall would have serious inflationary implications for the US and would complete the doom scenario by hitting the US bond market. Creating a crash by mistakes in monetary policy is one thing — rectifying those errors is quite another.

News Corp outlines interest in Pearson

Frankfurt (Reuters) — The News Corporation, Mr Rupert Murdoch's media concern, is interested in Pearson, the British group, mainly with a view to joint ventures outside Britain, a senior company official said.

Mr Richard Sarazen, The News Corporation's chief financial officer, told a presentation here: "Our interest is in joint ventures...with Pearson."

Mr Sarazen declined to be more specific, but later, when discussing the Pearson-owned *Financial Times*, he said that The News Corporation could help boost the paper's overseas sales by participating in overseas printing and distribution.

Mr Sarazen said: "With our help the *Financial Times* could become a major publication in the United States and in Asia. There are many more than 17,000 Americans (the FT's current United States readership) that should be reading the *Financial Times*."

He said that there had been no change in The News Corporation's basic attitude to its 14.9 per cent stake in Pearson. The News Corporation has previously said that it has no intention of taking over the company, but sees its stake as a strategic investment.

News International of London, a unit of The News Corporation, is issuing a straight DM100 million (£33 million), five-year Eurobond with a 6 1/2 per cent coupon and priced at 99 1/2, the lead manager, Deutsche Bank, said. The bond yields 6 1/2 per cent.

It will be sold in denominations of DM1,000 and DM10,000. Investors pay for the bond on November 12. It pays interest on the same day and matures on that date in 1992. Fees for the bond total 2 per cent, with 1 1/4 per cent for selling and 1/4 per cent each for selling and underwriting.

IoD calls for tax changes to encourage share ownership

By Edward Townsend, Industrial Correspondent

Changes to the tax system, encouraging wider share ownership and the injection of personal capital into industry, is the remedy for the allegedly damaging short-term attitudes adopted by financial institutions towards industry, the Institute of Directors says today.

Dr Barry Bracewell-Milne, the IoD's economic adviser, says "short-termism" is primarily the consequence of an imbalance between individual and institutional share ownership.

"The main institutional changes required to enable individual investors to redress this balance are abolition of inheritance tax and capital gains tax and the reduction of income tax," he adds.

The dominance of institu-

tions in company share ownership and the tax system contribute to the volatility of the equity market, he argues.

But the view that the performance of British industry is impeded by institutions could be "an alibi for faults nearer home." Short-termism is "the price that has to be paid in terms of economic good order and prosperity for the luxury of high taxation."

The belief that financial markets take inadequate account of expenditure on research and development or that institutions take only a short-term view of investments, thus increasing the risk of a hostile takeover, could be mistaken, says Dr Bracewell-Milne.

But there are grounds for genuine concern. Institutions, he says, do not initiate the difficulties of industrial companies, but they do make them worse.

"They seldom have the time, the incentive or the expertise to become actively involved in the affairs of the companies whose shares they hold; more particularly the pay-off from active involvement seldom justifies the expense."

"Businessmen's perception of the problems is an important influence on their behaviour, even if it is not well grounded or partly mistaken. Many businessmen believe that pressures originating in the City drive them into short-term modes of behaviour."

Dover leads ports freight turnover

By Colin Narbrough

Dover, a target of this week's blockade by French fishermen and a potential victim of the Channel Tunnel, is Britain's leading port in terms of the value of goods that pass through it, according to the latest analysis of latest data by the British Ports Association.

The BPA digest, issued yesterday and covering the second quarter of this year, shows that the Kent channel port handled £6.5 billion worth of goods in the period, a slight increase on the first three months.

But Dover, where second quarter imports were £3.6 billion, versus exports worth £2.9 billion, reflects the national picture of physical imports outstripping exports, it notes.

In the period covering April

to June, total trade through British seaports was valued at £33 billion, some 74 per cent of the country's overall physical trade.

Imports accounted for £23.6 billion of overall goods trade, a small increase on the previous quarter, with seaports handling 78 per cent of the total. Exports were valued a billion lower at £20 billion, with about 69 per cent going by sea.

The BPA says the figures underline fears of a worsening British trade balance and the increasing level of imports. The digest, delayed by a customs dispute and only covering the period to mid-year, was, however, unable to pick up the buoyancy in manufacturing exports that has been reported since the summer.

Gold price edges up to \$477.50

By Colin Campbell

Precious metal prices were pulled in both directions on world markets yesterday but, while gold managed to hold on to some of the day's gains, platinum and silver ended on lower ground.

The London gold price touched \$480.25 an ounce at one stage, as world markets remained nervous and the dollar came under renewed pressure, but it dropped back to \$474.50 on reports of dollar support moves by central banks. There was again late interest in the metal, and it closed \$1.75 an ounce higher on the day at \$477.50.

The silver price, however, lost 5.25p to close at 432p an ounce. The free market platinum price again eased. Platinum closed at about \$538 an ounce compared with \$549 an ounce previously, chipping the premium to the gold price to only \$60.50.

Backing a hunch for the future

As the London stock market bounced dramatically off 1600 on the FT-SE index yesterday, and at a time when most investment advisers are feeling more than a little dumbfounded, one stock market report which landed on my desk looked as if it had been written with the aid of a crystal ball. Writing on Monday — a long time ago in the stock market — Ben Wrey, joint managing director of respected investment managers Henderson Administration, predicted that the market's fall might bottom out at 1,600. "Equities will fall as market-makers try to find a level where buyers can be tempted back," he wrote. "When this level is found (1,600?) the bounce could be strong." With the index then almost 200 points higher, Wrey told me yesterday: "It was just a hunch. In times like these emotions take over from fundamentals, but it is quite usual to get a second test of a low (1,750 last week) before the market recovers." His advice for private investors? "If you're maintaining a medium to long-term view, stay with it. These storms always pass. The short term could be rather bumpy, but the fundamentals should soon reassert themselves."

Quiet riot

In need of a little comfort after the nerve-jangling frenzy of the past few days? Then listen to Tranwood's Peter Earl. Tranwood runs Ariel, the

THE TIMES CITY DIARY

Boared with banking

Our dear Governor of the Bank of England, Robin Leigh-Pemberton, is clearly so unconcerned about the uncharted and desperate state of Britain's and other world stock markets that he was apparently determined to see his 10-day Eastern European tour through, right to its bitter end. Due to return from his

trip to Romania, Yugoslavia and Bulgaria this morning — he left on Monday of last week, the day the London market first fell 250 points — informed sources tell me that he spent a pleasant day yesterday, on a wild boar shoot with his Bulgarian hosts. His return must herald that the end of the "correction" is nigh.

agency broker which matches deals in securities on behalf of only the top 120 institutions, thus by-passing the Stock Exchange's market-makers. When those market-makers took their phones off the hook last week, Ariel might have expected a deluge of business. It did not happen. "Our trading volumes were much the same as usual," Earl says. "In fact, there was one day last week when one of our guys

knocked off early because it was such a quiet day." We always thought that the market could be whipped into a storm on the surface, but remain perfectly calm underneath. But it is nice to have it confirmed.

Singing Roger

Roger Nightingale, director of group investment strategy at leading stockbroker Hoare Govett, is, I hear, on the move. After more than 15 years with the firm, latest word is that he is, in February next year, joining Smith New Court as its chief global economist — the first Smith New Court has had. A monetarist, and highly respected City figure, Nightingale, I can reveal, still a bull of the London equity market ("I think it will be hitting new highs before the end of the year" he says) and Tokyo ("Probably the only bull of Japan in London") and a bear of Wall Street.

Monstrous snub

The hated new building which houses Lloyd's of London has been snubbed once again — this time by the building trade itself. At a dinner the other evening, hosted jointly by the Chartered Institute of Building and *Building Magazine*, to announce this year's winner of the Building Manager of the Year Award, Bovis, which built the £150 million monstrosity, was so certain that its man John Smith had won, that several bottles of champagne were ordered and put on ice in preparation. With the award eventually going to surprise outsider Bob Sanders of Kyle Stewart, for the much smaller £11.7 million Gallaher headquarters in Weybridge, and the Lloyd's building receiving only a commendation, I'm told that the Bovis table — which included four directors plus a representative of Lloyd's — made a surprisingly early departure. So much so that the chilled champagne was left unopened and Smith could not be found for the ensuing official photographs.

More wit amid the gloom: Posted on the notice board of the fashionable Square Mile Club near the new Bishopsgate development in the heart of the City is a list of a score or so prospective new members, whose applications are pending. Details on public view include name and place of work. But an unfortunate employee of Shearson Lehman has had his office address defaced — and replaced with "The Job Centre."

Carol Leonard



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Tandon

Businesses give 35% more to charity, survey shows

By Derek Harris
Industrial Editor

Corporate philanthropy, from charity gifts and sponsorships to establishing community projects to help the disadvantaged, increased nearly 35 per cent last year. The 200 most generous companies parted with £62 million, compared with £46 million the previous year.

This picture arises from the latest survey issued yesterday by The Director of Social Change, an educational charity specializing in charity sector research.

More donations are likely, despite doubts over the effect of the stock market crash on corporate profits.

The launch of the Per Cent Club at the end of last year, with 97 companies of varying size now pledged to devoting at least 0.5 per cent of their British pretax profits to charitable donations, is described as "potentially extremely important" by the survey. About half the 200 most generous companies are likely to join the club, says the survey.

But, it emphasizes, the rise in the level of donations has occurred while profits have risen. Some of the year-on-year growth of £16 million is ascribed to inflation (about £2.25 million) and mergers, takeovers and changes in disclosure (about £5 million).

THE TOP 20 GIVERS

Company	Donations
NetWest Bank	£8,100,000
IBM UK Holdings	£3,670,000
Marles and Spencer	£2,964,000
British Petroleum	£1,800,000
Barclays Bank	£1,778,809
BAT Industries	£1,650,000
Hanson Trust	£1,416,000
ICI	£1,400,000
BOC	£1,011,000
Van Leer (UK) Holdings	£1,384,000
Hewlett-Packard	£1,100,000
Midland Bank	£1,053,300
Lloyds Bank	£1,067,000
Unilever	£900,000
Rank Xerox	£858,200
Nissen UK	£840,000
RTZ	£800,000
J Sainsbury	£582,000
Grand Metropolitan	£582,000

By far the biggest contributor last year, at £8.1 million, was National Westminster Bank. In addition to cash donations to charities, it spends on sponsorships and, in the small business area especially, on secondments of its staff to organizations such as local enterprise agencies. Its spending represented 0.8 per cent of pretax profits.

Not all the 1,000 companies covered collate these various types of contributions as charitable donations and the survey gives the warning that its list does not provide a sound base for comparing companies' charitable spending.

Rapid growth in the number of charity appeals was reported by all the companies

surveyed. Volume of appeals appears to be doubling every three years and is prompting companies not only to become more professional about donations but to re-think their approach. This may mean imposing more selective criteria on what they are prepared to support.

Some will select only one or two large-scale projects for a donations programme. The Burton Group, for example, supported a design promotion centre in the North-east, located in a redundant Burton building, and SANE, a schizophrenia charity.

The survey goes on: "Many companies are now starting to think of the returns that can be gained from spending the company charitable budget wisely." Others have been encouraging employee involvement in charities by matching the fund-raising efforts of the workforce.

Many companies are helping local communities in which they have a corporate presence by allocating budgets to local plants or subsidiaries. Others still make such decisions centrally.

Some are also prepared to make extra cash available when a plant shutdown or closure occurs. British Coal and British Steel are notable examples where large-scale schemes have been launched

to promote new enterprises in closure areas. Levi Strauss and British Nuclear Fuels increased spending substantially to help local projects in areas hit by plant shutdowns.

A leverage factor is emerging in corporate donations. Companies may pool resources to fund bigger projects, or a revolving loan fund will be set up to help small businesses, usually administered by a local enterprise agency.

Sponsorship helps a donor company secure some direct benefits, through publicity or enhancement of its public image. Over the past decade, arts sponsorship has grown from virtually nothing to about £25 million a year. Educational sponsorship has been a priority with business but now sponsorship is moving into sectors such as conservation, social welfare and fund-raising events.

In its first assessment of donations by trade unions, the survey suggests they should not be regarded as a large source of funding for charities or organizations promoting a specific cause. Trade union donations of that type amounted to roughly £300,000 in 1985, it estimates.

Company Charitable Giving: 1987 Statistics; £10 from The Director of Social Change, Radius Works, Back Lane, London NW3 1HL.

B Elliott profits soar 99%

By Alison Eadie

B Elliott, the machine-tool maker and engineer, saw a 99 per cent recovery in pretax profits, to £1.1 million, in the half-year to the end of June. The elimination of losses from its South African machine tool business, which has been sold, was a major factor.

Turnover rose 8 per cent to £33.1 million and operating profit was 61.2 per cent higher at £1.5 million.

Of the four divisions the South African strip steel operations shipped in the largest proportion of profits. Electrical engineering also performed well, but general engineering produced mixed results. The Russell engineering business remains in loss.

Machine-tools, which account for half of sales, were also still making a loss, but a return to profit is hoped for in the current half. A programme of improving the systems, implementing computer-aided design and installing new plant and equipment, is underway, the benefits of which are not expected to show until next year.

Elliott has been restructuring and recruiting since Mr Michael Frye took over as chairman in April. Mr Frye said there was still much to do, but the company was on the right road. Gearing is down to 29 per cent after a rights issue.

The interim dividend was maintained at 1p.

Graduating to the nuts and bolts of business

A campaign began at Oxford

University this

week to change

the oily image of

British industry

As the stock market slid and Big Bang tentatively celebrated its first anniversary, Mr Mel Stride, an Oxford graduate, aged 26, began a campaign to persuade fellow Oxonians that the technician's white coat may be preferable to the City pinstripe.

On past record, Oxford provides two candidates for the City institutions for every one who chooses a career in industry.

Although an emerging bear market may have caused more pause for thought, and dented the expectation of automatically high rewards in the City, the greatest disincentive to a career in industry for Britain's brightest young brains is still, according to Mr Stride, its image.

"There is too great a perception that industry is all about making oily nuts and bolts in the North," he says. "Industry shows the highest levels of professionalism at marketing its products, but when it comes to selling itself to the

labour market, the story is very different."

Even so, the City's plunge coincided with trade figures showing record export levels, a trade deficit healthier than expected and industry increasing its share of world markets probably for the first time since the war.

The rude mechanicals were looking in decidedly better shape, but how could the message be put across to graduates convinced that the City still held the highest status and the best rewards?

"Oxford is a fiercely competitive university," says Mr Stride, who in his time there

Management bombarded with questions

was President of the Union. "The perceived status of individual achievement is very important. So we have to change the overall perception of industry."

"I would hate to hear first or second year students saying to their friends in the third year, 'You're going into industry, therefore you are second rate. I want them to see it is a sensible and positive thing to be doing.'"

After gaining experience in both industry and the City, Mr Stride first tried his theory

about industry labouring under the millstone of an outdated image on the hierarchy of Shell.

"It was clear that industry fully understood the problem," Mr Stride says, "and that a lot of people in high places were prepared to try to do something about it."

In a short time a group of large companies had been drawn into supporting his idea for an exhibition, Enterprise '87, which was held at Oxford this week, on the anniversary of Big Bang.

The exhibition, which is now likely to be repeated at other British universities, created clear interest among undergraduates. Senior management from 33 big names in industry were bombarded with questions about career structures, salary scales - and what value a detailed knowledge of Aeschylus' poetry would have to a manufacturer of oily nuts and bolts.

"This is not an attack on the City, simply an effort to point out that there is an alternative career offering more variety, challenge and potential than generally imagined," Mr Stride says. "Usually, attempts to create a greater graduate interest in industry amounted to little more than a sermon to the converted."

Ronald Faux
Employment Affairs
Correspondent

LONDON TRADED OPTIONS

Symbol	Call	Put	Symbol	Call	Put
Adm Lym	330 35 48 52 27 35 37	330 35 48 52 27 35 37	De Beers	1300 40	1300 40
(323)	350 18 30 43 47 55 75	350 18 30 43 47 55 75	(1948)	1150 60	1150 60
Barr	800 70 85 115 25 65 80	800 70 85 115 25 65 80	Shell	1250 30	1250 30
(914)	800 27 38 52 75 110 220 330	800 27 38 52 75 110 220 330	(118)	120 12 18 21 13 18 18	120 12 18 21 13 18 18
Bell Air	140 30 43 45 55 23 35 40	140 30 43 45 55 23 35 40	(119)	130 10 12 15 18 22 25 30	130 10 12 15 18 22 25 30
(138)	180 10 20 30 37 55 58 68	180 10 20 30 37 55 58 68	(120)	200 30 40 45 50 55 60	200 30 40 45 50 55 60
Bell Com	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(121)	250 30 40 45 50 55 60	250 30 40 45 50 55 60
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Bell Int	140 18 28 38 41 47 52	140 18 28 38 41 47 52	(123)	350 30 40 45 50 55 60	350 30 40 45 50 55 60
(140)	180 10 20 30 37 55 58 68	180 10 20 30 37 55 58 68	(124)	400 30 40 45 50 55 60	400 30 40 45 50 55 60
BP	280 18 28 38 41 47 52	280 18 28 38 41 47 52	(125)	450 30 40 45 50 55 60	450 30 40 45 50 55 60
(141)	300 18 28 38 41 47 52	300 18 28 38 41 47 52	(126)	500 30 40 45 50 55 60	500 30 40 45 50 55 60
British	220 27 48 55 65 68 78	220 27 48 55 65 68 78	(127)	550 30 40 45 50 55 60	550 30 40 45 50 55 60
(142)	250 27 48 55 65 68 78	250 27 48 55 65 68 78	(128)	600 30 40 45 50 55 60	600 30 40 45 50 55 60
Crash Gold	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(129)	650 30 40 45 50 55 60	650 30 40 45 50 55 60
(143)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(130)	700 30 40 45 50 55 60	700 30 40 45 50 55 60
Courtyard	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(131)	750 30 40 45 50 55 60	750 30 40 45 50 55 60
(144)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(132)	800 30 40 45 50 55 60	800 30 40 45 50 55 60
Cash Union	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(133)	850 30 40 45 50 55 60	850 30 40 45 50 55 60
(145)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(134)	900 30 40 45 50 55 60	900 30 40 45 50 55 60
C & W	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(135)	950 30 40 45 50 55 60	950 30 40 45 50 55 60
(146)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(136)	1000 30 40 45 50 55 60	1000 30 40 45 50 55 60
ENR	180 18 28 38 41 47 52	180 18 28 38 41 47 52	(137)	1050 30 40 45 50 55 60	1050 30 40 45 50 55 60
(147)	200 18 28 38 41 47 52	200 18 28 38 41 47 52	(138)	1100 30 40 45 50 55 60	1100 30 40 45 50 55 60
ENR	250 18 28 38 41 47 52	250 18 28 38 41 47 52	(139)	1150 30 40 45 50 55 60	1150 30 40 45 50 55 60
(148)	300 18 28 38 41 47 52	300 18 28 38 41 47 52	(140)	1200 30 40 45 50 55 60	1200 30 40 45 50 55 60
Grand Med	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(141)	1250 30 40 45 50 55 60	1250 30 40 45 50 55 60
(149)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(142)	1300 30 40 45 50 55 60	1300 30 40 45 50 55 60
ICI	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(143)	1350 30 40 45 50 55 60	1350 30 40 45 50 55 60
(150)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(144)	1400 30 40 45 50 55 60	1400 30 40 45 50 55 60
Jaguar	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(145)	1450 30 40 45 50 55 60	1450 30 40 45 50 55 60
(151)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(146)	1500 30 40 45 50 55 60	1500 30 40 45 50 55 60
Land Sea	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(147)	1550 30 40 45 50 55 60	1550 30 40 45 50 55 60
(152)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(148)	1600 30 40 45 50 55 60	1600 30 40 45 50 55 60
M & S	300 30 50 105 30 60 70	300 30 50 105 30 60 70	(149)	1650 30 40 45 50 55 60	1650 30 40 45 50 55 60
(153)	350 30 50 105 30 60 70	350 30 50 105 30 60 70	(150)	1700 30 40 45 50 55 60	1700 30 40 45 50 55 60
N-Royce	130 30 40 45 50 55 60	130 30 40 45 50 55 60	(151)	1750 30 40 45 50 55 60	1750 30 40 45 50 55 60
(154)	140 30 40 45 50 55 60	140 30 40 45 50 55 60	(152)	1800 30 40 45 50 55 60	1800 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(153)	1850 30 40 45 50 55 60	1850 30 40 45 50 55 60
(155)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(154)	1900 30 40 45 50 55 60	1900 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(155)	1950 30 40 45 50 55 60	1950 30 40 45 50 55 60
(156)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(156)	2000 30 40 45 50 55 60	2000 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(157)	2050 30 40 45 50 55 60	2050 30 40 45 50 55 60
(157)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(158)	2100 30 40 45 50 55 60	2100 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(159)	2150 30 40 45 50 55 60	2150 30 40 45 50 55 60
(158)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(160)	2200 30 40 45 50 55 60	2200 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(161)	2250 30 40 45 50 55 60	2250 30 40 45 50 55 60
(159)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(162)	2300 30 40 45 50 55 60	2300 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(163)	2350 30 40 45 50 55 60	2350 30 40 45 50 55 60
(160)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(164)	2400 30 40 45 50 55 60	2400 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(165)	2450 30 40 45 50 55 60	2450 30 40 45 50 55 60
(161)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(166)	2500 30 40 45 50 55 60	2500 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(167)	2550 30 40 45 50 55 60	2550 30 40 45 50 55 60
(162)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(168)	2600 30 40 45 50 55 60	2600 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(169)	2650 30 40 45 50 55 60	2650 30 40 45 50 55 60
(163)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(170)	2700 30 40 45 50 55 60	2700 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(171)	2750 30 40 45 50 55 60	2750 30 40 45 50 55 60
(164)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(172)	2800 30 40 45 50 55 60	2800 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(173)	2850 30 40 45 50 55 60	2850 30 40 45 50 55 60
(165)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(174)	2900 30 40 45 50 55 60	2900 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(175)	2950 30 40 45 50 55 60	2950 30 40 45 50 55 60
(166)	1100 105 120 150 155 165 165	1100 105 120 150 155 165 165	(176)	3000 30 40 45 50 55 60	3000 30 40 45 50 55 60
Shell	1000 105 120 150 155 165 165	1000 105 120 150 155 165 165	(177)	3050 30 40 45 50 55 60	3050 30 40 45 50 55

APPOINTMENTS

Geevor Tin chief named

Geevor Tin Mines: Mr Eric Grayson joins the board as chairman and chief executive. Mr DG Upright becomes a non-executive director.

Land Securities: Mr Donald MacKeith has been made finance director.

Stylo Burnett Shoes: Mr David Patrick becomes sales director. Mr D Stuart Guy becomes director and Mr Richard Bell becomes director and company secretary.

Ellis & Goldstein (Holdings): Professor Peter Grayson and Mr David Hewitt have been named non-executive directors.

The Association of Manufacturers of Domestic Electrical Appliances: Lord Crickhowell succeeds Lord Plowden as president.

Caradon Culiform: Mr Michael Tanser becomes manufacturing director.

Plessey Radar: Mr Clive Deane is named marketing director.

Inco: Mrs Judith Erola joins the board.

British Satellite Broadcasting: Mr Peter Bell has been made director of marketing.

PC Henderson: Mr David Parry becomes manufacturing director.



Donald MacKeith: finance director of Land Securities

Buckmaster & Moore: Mr Paddy Ross joins as marketing director on December 1. Mr Graham Fortescue becomes marketing director of a new company to be established by Credit Suisse Buckmaster & Moore.

Cookson Group: Mr B Brooker-Carey has been appointed divisional chief executive and Mr R Wintaker deputy chief executive. Cookson Metals and Chemicals division: Mr DW Oram becomes chief executive. Cookson Precision Castings: Mr HM Green becomes chief executive. Frank Horrell Group: Dr N Heary chief executive. Cookson Industrial Materials and Mr WJ Woodhouse chief executive. Cookson Fry: Mr M Bates has been appointed divisional chief executive. Cookson Ceramics and Plastics division: Mr C Hancock becomes chief executive. Cookson Ceramics: Dr FJ Fletcher chief executive. Cookson Minerals and Mr E Strazik chief executive. Cookson Fibric.

Hughes Aircraft: Mr D Kenneth Richardson has been elected executive vice president, operations.

Foxtons: Mr Andrew Wildblood becomes a director. Mercantile House Holdings: Mr JH Gans, Mr PL Goldie, Mr P Myers, Mr CGR Cary-Elwes and Mr A Gary Klesch join the board.

Tiffany Sharwood's Frozen Foods: Mr Tony Conner has been appointed sales and marketing director.

Thomas Cook plans another 50 outlets

By Derek Harris, Industrial Editor

Thomas Cook, the retail travel agency and foreign exchange outlet chain, is planning to open at least another 50 retail agency shops over the next 12 months.

The move, with some expansion planned for its travellers' cheques operation, is expected to create up to 1,000 jobs.

Thomas Cook, which has about 420 high street outlets, also expects to open more foreign exchange dealerships in the next year.

The company believes the moves will make it market leader in the retail agency field, where its main competitors are Lunn Poly (part of Thomson Travel), Pickfords Travel (part of the National Freight Consortium) and Hogg Robinson.

Another 10 agency outlets will be open by the year-end and a further 20 are in the pipeline, said Mr Clive Adkin, Thomas Cook's director of retailing. New sites in cities

and towns, including the South-east, are being identified, he added.

The latest expansion plan means Thomas Cook may eventually build up to 600 or possibly 700 branches.

The Thomas Cook dash for expansion — in line with its key competitors — comes as the package tour industry faces up to the prospect of the stock market crash affecting holidaying patterns.

No effect on bookings has been seen so far, according to Mr Charles Gurrass, Thomas Cook's London general manager.

But he said: "It is conceivable that late bookings for winter holidays, both ski and sunshine, might be affected if people are sufficiently worried to want to cut back on their overall holiday spending. Bookings for winter sunshine holidays are strong but skiing holidays are comparatively flat."

Since the main tour operators launched their brochures for next summer, bookings have been flowing but "not at an exciting pace," said Mr Gurrass.

He added: "There is not a great deal of growth compared with last year."

He sees some good factors at work in the market. One is a greater concentration on quality by many tour operators. Another is more realistic levels in capacity, this being well below the growth of 30 per cent seen from some tour operators during the summer.

While some individual prices are lower for next summer, overall levels are up about 5 per cent, according to Thomas Cook.

It could give the slight boost to margins the industry badly needs after the past year when late discounting wiped out profits for most, if not all, operators.

Steetley in £10m French takeover

Steetley, the building materials group, is to pay £10 million for Douanne SA, a French aggregates and ready mixed concrete company, based near Paris.

It has also added to its US brick operation with the purchase of KP Brick Co, the leading New England supplier of facing bricks.

American Barrick

American Barrick Resources, the expanding North American gold producer formed only three years ago, has declared a maiden dividend of 5 cents (Canadian) a share, payable on December 15.

P&W MacLellan

Shareholders in the P&W MacLellan engineering group have given the thumbs-down to the chance of more shares in the business following the stock market slump. The open offer arising out of the three-way merger drew applications from only 6.2 per cent of shareholders. The new shares, which had been provisionally placed, were offered at 150p. The old shares remain suspended, pending completion of the complex merger, but were last traded at 176p. A 20 per cent fall would have left them at 141p.

Lysander deal

Turnover of Lysander Petroleum jumped to £443,264 (£119,761) in the year to March 31 and the operating loss was cut to £77,372 (£322,891). The loss per share was 0.49p (1.64p). The board has entered into a conditional contract to acquire Croseroils Oil for a maximum of 12.54 million new ordinary shares of Lysander.

Dividend up

Majestic Investments is paying a final dividend of 4.5p, making 6.5p (6.25p), for the year to September 30. Net pretax revenue slipped to £2.47 million (£2.83 million). Earnings per share were 6.51 (7.02).

Irish Ropes

Irish Ropes is paying an interim dividend of 1.75p on November 30 for the nine months to June 27 last, compared with 1p for the six months to March 1986. Sales reached £14,011 million (£12.5 million) against £12,622 million while pretax profit rose to £1,337,000 (£1,275,000). There is an extraordinary debit this year of £4.7 million, representing per share were 5.4p (1.8p). The company is selling its carpet division. The outcome of the sale of carpet division and its results for the nine months are included in the extraordinary item. With the disposal of the carpet division, the company expects to have satisfactory trading results for the 15 months to next December.

Elkem loss cut

In the first three quarters of 1987, Elkem of Norway made a loss before extraordinary items of 125 million kroner (£11.4 million) against a loss of 151 million kroner last time. Extraordinary items were 22 million kroner. Group turnover was 5,569 million kroner (£513 million kroner). Operating profit was 149 million kroner (£13 million kroner). The operating profit in the third quarter showed a clear improvement compared with the first two quarters.

ALPHA STOCKS

Vol '000	Vol '000	Vol '000	Vol '000
Alloy 488	CU 2,040	Laporte 108	Royal Bank 1,188
ASD 8,899	Cross Gold 1,384	L&G 889	Royal Ind 1,200
ASDA 8,899	Cookson 1,287	Lloyds 2,855	Sasol 3,331
ASDA 7,795	Courtauld 1,784	Lovino 1,858	Sainsbury 2,828
ASDA 325	Deleury 759	Luxon 544	Scott & N 3,005
Avon 7,878	Des 6,377	Magnet 479	Sears 2,823
BAA 4,007	Obitex 6,543	M&S 18,180	Sealed Air 917
BAT 1,370	EC 482	M&S 2,400	Shell 2,118
BAT 3,787	Enterprise 713	MEPC 1,734	Sinclair & N 4,248
BAT 8,582	Farrall 2,688	Metal Box 1,249	STC 1,295
Bentley 1,911	Fisons 3,688	Midland 1,258	Stan Chart 647
Bentley 3,390	Gen Aco 373	NalWest 2,574	Stoneware 2,427
Beecham 3,728	GECC 18,447	Nest 3,440	Sun Alliance 741
Beecher 339	Shaw 3,728	Net Food 680	T & N 382
BICC 1,305	Globe 1,728	PEO 1,329	Tarmac 2,520
Blue Circle 859	Granada 559	Pearson 1,178	Tate & Lyle 383
BOC 1,057	Grain Mill 6,245	Pearson 1,178	TMI 7,314
Bosch 7,882	GUS 'A' 647	Plowright 622	Tesco 8,892
BPS 3,185	GRE 1,121	Plessey 6,777	Thorn EMI 2,804
Br Aero 3,388	GKN 1,380	Prudential 671	Trafalgar 2,480
Br Airways 6,138	Galena 8,828	Real 6,854	Unilever 1,589
Br Brown 1,717	Harcos 'A' 470	Rik Hovis 675	Unilever 1,589
Br Gas 25,727	Harcos 18,822	Rank 791	Unilever 1,589
Br Pearl 22,275	Hendler 1,407	R&D 622	Unilever 1,589
Br Telecom 14,522	Hewley 1,577	Redland 1,309	Unilever 1,589
Britoil 2,234	Hilldon 3,975	Road 2,701	Unilever 1,589
Burnt 4,334	ICI 2,314	Routledge 2,212	Unilever 1,589
Burnish 4,334	ICI 2,314	Woolworth 1,273	
Burton 5,533	Jaguar 3,489	Wills Fab 1,273	
CSW 7,848	Lasmo 748		
Cadbury 8,840	Ladbroke 1,473		
Coca 2,795	Land Sec 1,484		

NatWest

BUSINESS RESERVE ACCOUNT

NatWest announces the following changes in Business Reserve Account interest rates, effective from 27th October, 1987:

Customers not affected by CRT	Balance	Customers affected by CRT	Gross equivalent per annum to a basic rate taxpayer
Gross interest per annum		Net interest per annum	
8.50%	£25,000 - £250,000	6.125%	8.39%
8.00%	£5,000 - £24,999	5.625%	7.71%

National Westminster Bank PLC
41 Lothbury London EC2P 2BP

Amstrad launches portable range

By Matthew May

Amstrad, the consumer electronics firm, yesterday announced four portable computers ranging in price from £460 to £690.

The machines, which will not go on sale until January, run on long-life batteries for up to eight hours and use a flip-up, liquid crystal display screen. They can be plugged into the mains or a car cigarette lighter.

The two more expensive models include a built-in modem to connect with mainframes or personal computers over the telephone.

Like the company's recent desktop range, the portables follow the industry standard of being compatible with IBM personal computers and will be available with either one or two disc drives and 512k or 640k of computer memory.

No software will be included with the machines

although Mr Alan Sugar, the company founder, said he was looking for suitable programs "if the price is right".

The computers, weighing 12lbs, still really need to be used on a desk, unlike some of the smaller laptop computers such as Sir Clive Sinclair's Z88 machine which costs £290 but is less powerful. Similar portables to the new Amstrad models start at around £1,000.

Amstrad's previous desktop computers are estimated to have increased the number of personal computer customers by up to a third but it is likely to face a tougher task in convincing customers of the need for portability.

While a few firms have made a healthy profit out of portable computers, the manufacturers' belief that customers want to compute on the move has not been born out by sales.

BANK OF WALES BASE RATE

Bank of Wales announces that its Base Rate has been decreased from 10% to 9.5% with effect from 26th October 1987.



Taking Care of Business

Bank of Wales PLC
Head Office: 114-116 St. Mary Street, Cardiff, CF1 1XJ.
A member of Bank of Scotland Group.

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Foreign Exchange & Bullion Report	0898 12 12 30
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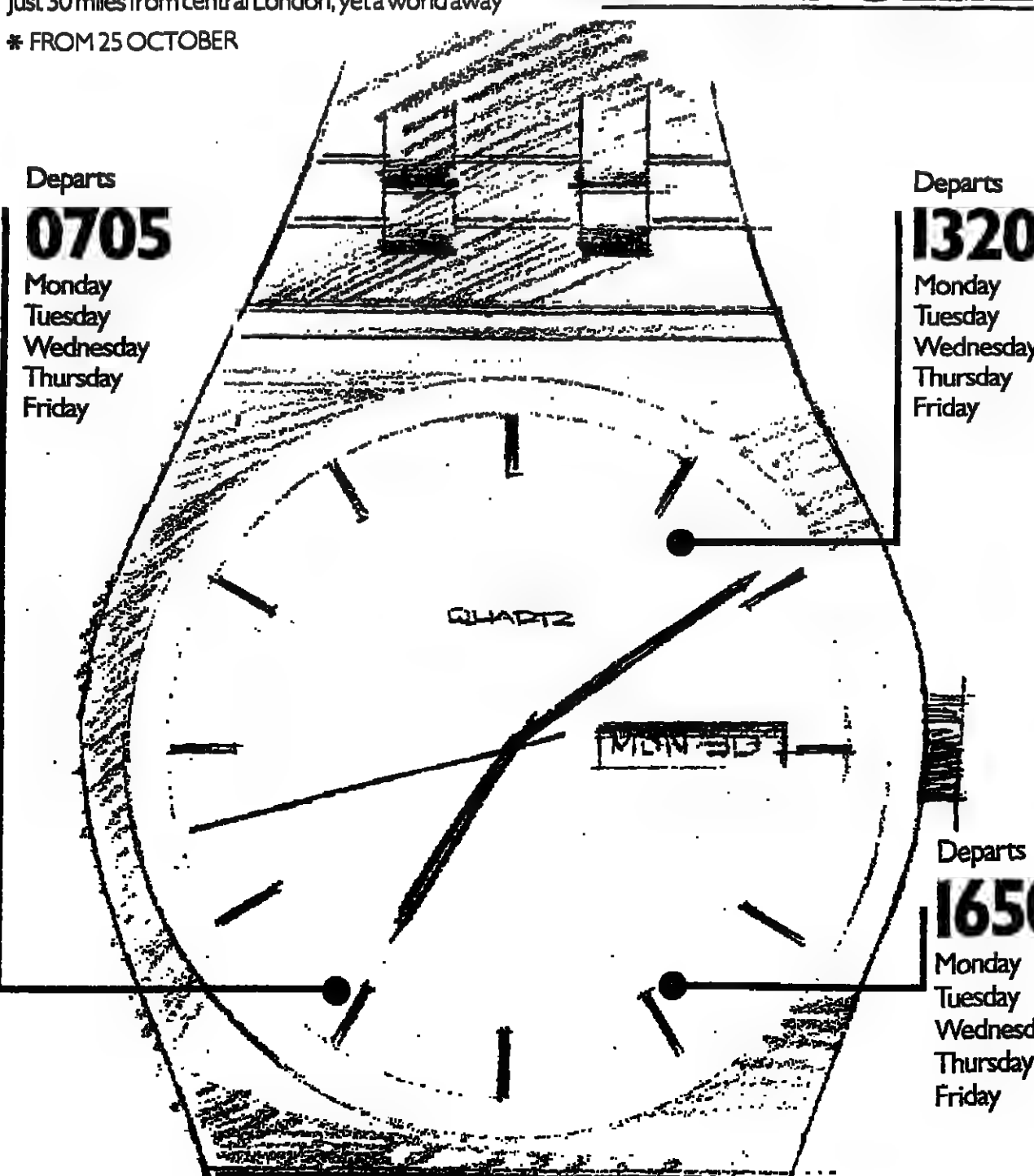
* FROM 25 OCTOBER

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Monday
Tuesday
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Friday

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1320
Monday
Tuesday
Wednesday
Thursday
Friday

Departs
1650
Monday
Tuesday
Wednesday
Thursday
Friday

Portfolio
-Gold-

From your portfolio card check your eight share price movements, on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Rembrandt	Industrials L-R	
2	Belhaven	Breweries	
3	Trimoco	Motors/Aircraft	
4	Touche Ross	Leisure	
5	Really Useful	Leisure	
6	Drummond	Textiles	
7	Black & Veatch	Industrials A-D	
8	Shibden	Electricals	
9	System Designers	Electricals	
10	Martin Ltd	Property	
11	Kalamazoo	Industrials E-K	
12	BTP	Chemicals/Plas	
13	Buckley	Breweries	
14	Smith Ind	Industrials S-Z	
15	Marley	Building, Roads	
16	P & O Ltd (at)	Shipping	
17	Penton	Drugs/Stores	
18	Security Serv	Industrials A-D	
19	Coal Fire	Oil & Gas	
20	Evolve	Chemicals/Plas	
21	Cher Alca	Chemicals/Plas	
22	BBA	Industrials A-D	
23	Bryant	Building, Roads	
24	Furnell Elec	Electricals	
25	Essex	Industrials E-K	
26	Bridport-Gundry	Industrials A-D	
27	Henderson	Building, Roads	
28	Canning (W)	Chemicals/Plas	
29	Euro Ferries 3% P	Industrials E-K	
30	Libby (FIC)	Building, Roads	
31	Amey	Building, Roads	
32	Cowan De Groot	Industrials A-D	
33	Lee (Arthur)	Industrials L-R	
34	Burton (G)	Drugs/Stores	
35	Smart (J)	Building, Roads	
36	Halma	Industrials E-K	
37	Sock Shop	Drugs/Stores	
38	Morgan Grealish	Banks/Discount	
39	Christy Hunt	Industrials A-D	
40	Hilldown (at)	Food	
41	Finer (JH)	Industrials E-K	
42	Gerrard Nat	Banks/Discount	
43	Logica	Electricals	
44	Beiley (Ren) Constr	Building, Roads	

Please take into account any minus signs

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £5,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	WEEKLY

BRITISH FUNDS

1987 High Low Company Price Change % P/E

SHORTS (Under Five Years)	1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100	100
101	101	101	101	101	101	101	101
102	102	102	102	102	102	102	102
103	103	103	103	103	103	103	103
104	104	104	104	104	104	104	104
105	105	105	105	105	105	105	105
106	106	106	106	106	106	106	106
107	107	107	107	107	107	107	107
108	108	108	108	108	108	108	108
109	109	109	109	109	109	109	109
110	110	110	110	110	110	110	110
111	111	111	111	111	111	111	111
112	112	112	112	112	112	112	112
113	113	113	113	113	113	113	113
114	114	114	114	114	114	114	114
115	115	115	115	115	115	115	115
116	116	116	116	116	116	116	116
117	117	117	117	117	117	117	117
118	118	118	118	118	118	118	118
119	119	119	119	119	119	119	119
120	120	120	120	120	120	120	120

FIVE TO FIFTEEN YEARS

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
109	109	109	109	109	109	109
110	110	110	110	110	110	110
111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

OVER FIFTEEN YEARS

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
109	109	109	109	109	109	109
110	110	110	110	110	110	110
111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

UNDATED

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
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111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

INDEX-LINKED

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
109	109	109	109	109	109	109
110	110	110	110	110	110	110
111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

BANKS, DISCOUNT, HP

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
109	109	109	109	109	109	109
110	110	110	110	110	110	110
111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

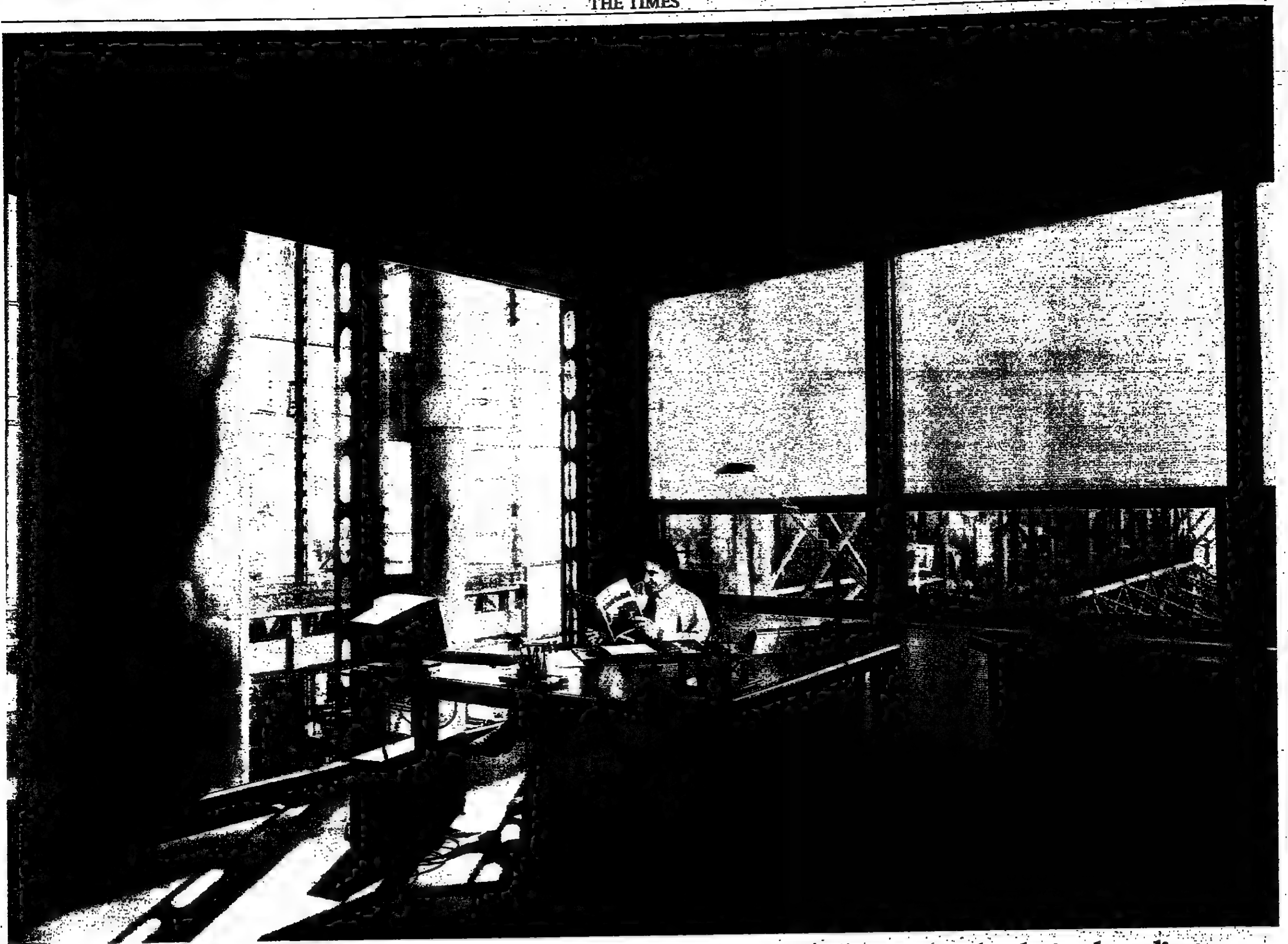
STOCK EXCHANGE PRICES
Prices close above worst

ACCOUNT DAYS: Dealings began October 26. Dealings end November 6. Contango day November 9. Settlement day November 16.
Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (at) denotes Alpha Stocks. (VOLUMES PAGE 31)

1987 High	1987 Low	Company	Price	Change	%	P/E
100	100	100	100	100	100	100
101	101	101	101	101	101	101
102	102	102	102	102	102	102
103	103	103	103	103	103	103
104	104	104	104	104	104	104
105	105	105	105	105	105	105
106	106	106	106	106	106	106
107	107	107	107	107	107	107
108	108	108	108	108	108	108
109	109	109	109	109	109	109
110	110	110	110	110	110	110
111	111	111	111	111	111	111
112	112	112	112	112	112	112
113	113	113	113	113	113	113
114	114	114	114	114	114	114
115	115	115	115	115	115	115
116	116	116	116	116	116	116
117	117	117	117	117	117	117
118	118	118	118	118	118	118
119	119	119	119	119	119	119
120	120	120	120	120	120	120

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THE TIMES

GENERAL APPOINTMENTS

October 29, 1987

Information technology has never before been so much data available to it.

However, many companies are now reaching a position of information overload and are unable to make any practical use of their increased bank of knowledge.

Companies grapple to take control of this situation, it becomes self-evident that a particular type of employee is in increasing demand: one who is able to understand, develop and manage all the available data to his company's advantage.

Advances of new technology have led to a shift of emphasis within the office. Many structured tasks such as order-processing and accounting have been successfully automated. Demand for unstructured activities of analysis, planning, interpretation

and the exchange of views, knowledge and assumptions with their colleagues.

A good example of an "unstructured" work process may be found in the marketing department of a company where the analysis of sales performance, market share, productivity and market characteristics are all required. This requires a thorough understanding of the market and communication of information.

Rank Xerox is leading the world in the development of technology to support these unstructured office situations. Its office systems products are designed to be of use specifically to the "information worker" who needs to understand data from many varied sources, and sift and sort it before communicating an enhanced piece of information to the next user.

The working environment for such people is, by definition, one of constant change. Their work is characterised by interruptions, restarts and whim as they respond to new injections of data

Many companies now seek people able to learn from their work environment

The techno man of today is the adaptable manager



Les Jones is director of personnel at Rank Xerox (UK)

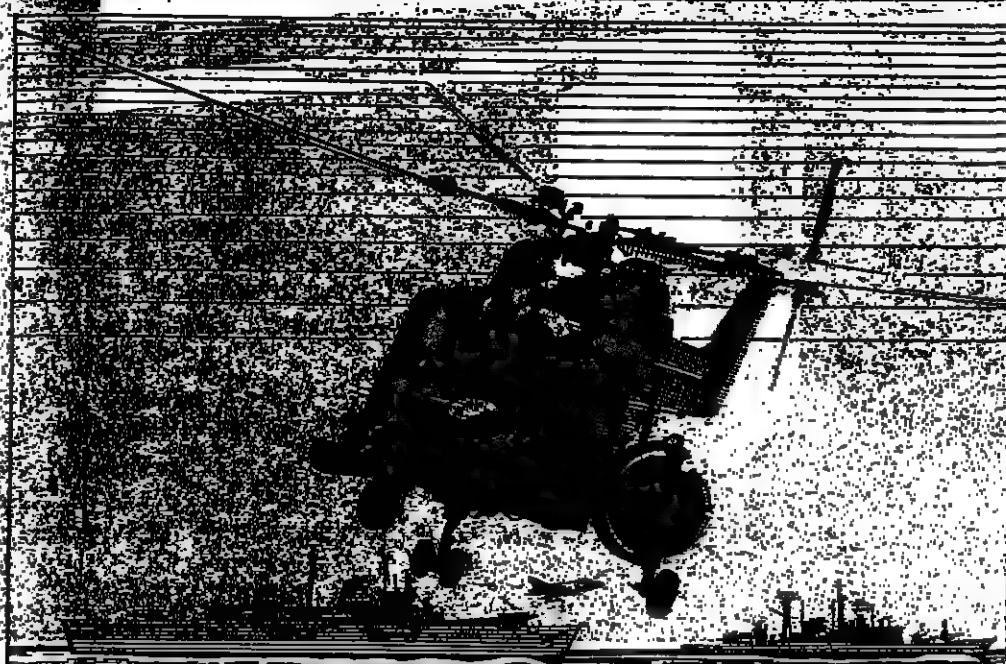
The same techniques are also applied to those who are not yet adaptable and willing to change may be left behind in the information race.

Change is necessary in order for an organisation to progress, but implementing change is not a simple task. Crucial to the success of this company in this dynamic world is having the managers who can adapt accordingly.

The implications of the introduction of information technology are far wider than just providing more efficient automation of certain tasks. The advent of office systems will have far-reaching effects on the type of management within a company, which in turn affects its strategy and, ultimately, its success.

Without the right style of management, one which can cope with change, the ability of a company to succeed cannot be guaranteed. While this is not essentially a new criterion, information technology has made it more imperative.

APPOINTMENTS PHONE: 01-481 4481 - APPOINTMENTS PHONE: 01-481 4481



Fly Navy.

The Royal Navy is looking for young men to train as Aircrew Officers for Short and Medium Career Commissions.

As helicopter aircrew, both Observers and Pilots fly in Lynx or Sea King helicopters.

It's the Observer who controls the combat tactics, which might involve an entire task group. The two combine as a team to fly and fight these modern naval aircraft to the limit of their capacity. Anti-submarine warfare, surveillance, commando support and search and rescue, are just some of the tasks you could be involved in.

First you'll have to pass tests that will stretch your qualities of determination, ingenuity and imagination. As a fighter Pilot, if you show the necessary skills, we will train you to fly the single seat Harrier Jump Jet.

We would prefer you to have 'A' levels or a degree; applications for commissions for Aircrew Officers are accepted from candidates with 5 'O' levels at good grades (or equivalent), including Maths and English Language, but higher academic qualifications are usually required for entry. For more information, write to Captain R. G. Hastlow RN, Dept. 79A, Old Admiralty Building, Spring Gardens, London SW1A 2BE.

Normally you should have been a UK resident for the past five years and you must be under 26.

The Armed Forces are Equal Opportunity Employers under the terms of the Race Relations Act 1976.



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Due to promotions within the department, we are now looking for energetic salespeople to join our team.

You should be aged between 20 and 30, well educated, smart, with some commercial experience and able to type at least 35 wpm.

We will give you fully comprehensive training, a starting salary of £9,000 pa (reviewed after 3 months) and the opportunity to earn at least £3,000 pa bonus. Free Medical Insurance and generous holiday entitlement, together with many other benefits complete the package.

Ring me this afternoon between 2pm and 5pm, or during office hours next week, to tell me why you should be part of our winning team.

Pamela Hamilton-Dick

THE SUNDAY TIMES
THE TIMES

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PolyGram UK, part of the international PolyGram group of music companies, require an intelligent, confident and organised person (preferably a graduate in Bus. Admin. or similar) to manage the department responsible for providing telecommunications/mail/maintenance/car fleet services etc. managing some 16 staff.

This position will suit someone with at least two years work experience which will include staff supervision, administration, prioritising and biting your tongue! Aged 26-35. Candidates will need energy, enthusiasm and the ability to stay calm and organised in an hectic environment. Over the next year we will be moving to Hammersmith, W6 and there will be much involvement in the physical aspect of this move. Needless to say the closer you live to Hammersmith the better.

A good salary, bonus, 5 weeks holidays etc. will be offered to the successful candidate. To apply, please send a detailed c.v. with covering letter to the Personnel Department, PolyGram Record Operations Ltd, P.O. Box 21H, 54 Maddox Street, London W1A 2JH or telephone 01-499 0422 ext 815 for an application form.

polyGram

Administrative Co-ordinator

£9,000

London

Madison Cycles plc, distributors of cycle equipment to both the independent and multiple cycle trade throughout the UK seek an Administrative Co-ordinator for their rapidly expanding export department. The vast majority of their business will involve dealing with their agents and suppliers in Japan and it is therefore essential that the successful applicant speaks fluent Japanese. A keen interest in Cycle Sport and a knowledge of the cycle industry would be an advantage, but of more importance is experience of working in a shipping department and an understanding of computerised business management system.

Please send a full CV to Victoria Fielding, PER, Rex House, 4-12 Regent Street, London SW1V 4PP.

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EXECUTIVE SELECTION

London

£30,000 + car

Touche Ross seek additional consultants to join their rapidly expanding and highly professional Executive Selection Division. Carrying out recruitment assignments at senior level in finance and other disciplines, the division serves clients ranging from small private companies to major multinationals.

Consultants take full responsibility for all aspects of assignments, gaining a thorough understanding of a client's business, advising on job descriptions, person specifications, remuneration packages and advertising media, and conducting rigorous interviews to identify the candidate who best matches the defined requirements.

Applicants, preferably in their thirties, should either have existing recruitment experience, including involvement in financial appointments, or be accountants interested in a new career in executive selection.

If the variety, responsibility and challenge appeal to you, please telephone to discuss or send a career resume, including salary history and day time telephone number, quoting ref. 2852/T to Graham Perkins.

Touche Ross
Management Consultants

Thames Inn House, 34 Holborn Circus, London EC1N 2HR.
Telephone: 01-353 7361.

Projects Director

Anglo-German Foundation
for the Study of Industrial Society
Central London c.£20,000

The Anglo-German Foundation, a bi-national institution supported jointly by the British and West German governments, funds comparative Anglo-German research projects in the fields of industrial, economic and social policy, and disseminates the findings through conferences and publications.

Reporting to and deputising for the Foundation's Secretary-General, you will deal with applications for funds, help prepare conferences, monitor the Foundation's programme of research projects and events, and actively seek out new proposals, working to guidelines laid down by a distinguished Board of Trustees. Some overseas travel will be required.

The intellectual challenge, variety, autonomy and responsibility involved will appeal to those, aged under 55 and almost certainly degree qualified, whose background is in industry, the academic world, research administration, the Civil Service, trade unions or journalism. You must possess an analytical mind, a strong interest in issues in the public domain, and an ability to liaise at very senior levels. Fluent and articulate in English and German, both orally and in writing, you must be willing to work with new technology.

The negotiable salary depends on age and experience and a contributory pension is provided.

Please send full cv, in strict confidence, indicating current salary, to the Secretary-General, Anglo-German Foundation, 17 Bloomsbury Square, London WC1A 2LP.

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Require the following personnel

Sales Executives
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We are a young, fast growing company near Waterloo station. We offer an excellent salary and benefits for the right person.

If you have a desire to succeed and are bright, hard working and team spirited please write for further details to:

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Merchant Systems Plc,
Systems House, 91 Blackfriars Rd,
London SE1 8HW

01-481 4481

GENERAL APPOINTMENTS

01-481 4481



APPOINTMENT OF THE DIRECTOR, THE B.A.S.C.

The British Association for Shooting and Conservation (B.A.S.C.) invites applications for the post of The Director, to work alongside the present incumbent until the latter's retirement in August 1988.

The B.A.S.C., with its National H.Q. at Rossett, Chwyd, has a membership approaching 100,000 and an annual turnover of over £1M with a full time staff of 55 and a regional office structure. The Director is the Association's Chief Executive and responsible to the Chairman and Council for:

- Development of the association and its representative work for shooting and conservation in both the EEC and overseas.
- Control of financial performance, and forward planning.
- Serving the membership and working closely with related organisations, and Governments, nationally and internationally.

Relevant qualifications include a thorough knowledge of sporting shooting together with experience and an appreciation of field sports, the countryside and conservation.

The successful applicant will have a proven record in senior management, public speaking, leadership at all levels and, above all, judgement and tact.

Salary by negotiation plus motor vehicle and other benefits.

Written applications only in strict confidence with outline C.V. and recent photograph to reach The Chairman, B.A.S.C., The Old Hall, Great Budworth, Nr. Northwich, Cheshire CW9 5HF by November 30th 1987.

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A profitable and independent medium-sized Lloyd's broking group, with positive and ambitious management, plans to seek a public quotation within two years. The group is seeking production teams or individual producers with established accounts who wish to take a significant equity stake and to share in the future development.

The business has a highly sophisticated and integrated computer-based infrastructure to provide an excellent service to clients and underwriters internationally.

If you see a shareholding in the group you work for to be the next step in your career, please telephone Mr P E Bailey on 01-247 0191 or write to him in strict confidence, with a full career summary, stating the names of any firms to whom you would wish your details not to be forwarded, and quoting ref. P/2181, at:

ANNAN IMPEY MORRISH LIMITED
Management Consultants
266 Bishopsgate, London EC2M 4QX



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We are looking for someone who wants to make money. They will have to find some of their own prospects and make his own sales. Our product is a necessity in every home. Its quality is superior and its price competitive. We will back them with good training and service facilities, but they will be in business for themselves. We offer no company car, no salary, much field supervision and merely the chance to make more money than most executives do. Our commission terms are very generous and we will train you to find the customers and sell to them. If you have the drive to run yourself as a business sponsored by a fast growing international organisation then phone the sales manager of British Glass Ltd. for a chance to learn more.

This may not be the finest advertisement ever written, but it is completely honest and the person who answers it may be under no illusions as to exactly what they are letting themselves in for.

Tel: Mr W Brandon or H Shelter
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(London and Home Counties area only)



SALES EXECUTIVE

Maersk Line, a worldwide leader in ocean transportation, seeks a highly-motivated and spirited Sales Executive to join our growing team in Birmingham. If you are between 22-30, have a University education or equivalent and possess a high energy level, we may have an excellent career opportunity for you. We currently require a Sales Executive to cover an area from S.Wales, up to and including the Black Country. Transportation experience preferred but not required.

Send a detailed C.V. to:

Mr Richard Roughsedge
Regional Manager
MAERSK LINE UK
Embassy House
60 Church Street,
Birmingham B3 2DT

SALES CONSULTANTS

COMPUTER RECRUITMENT £18,000

Compovac, leaders in Computer Recruitment are expanding and require 4 intelligent self-motivated individuals to join our lively sales teams. We offer a good basic salary and 1st Class Commission Scheme geared to reward high achievement. 1 week will be spent on our course before starting with your chosen department.

You will probably be aged between 22 and 30 with experience in Sales, Recruitment or Computing and have an excellent telephone manner, however, qualities of flair and enthusiasm could qualify determined people in search of a career in this dynamic environment.

To find out more about these challenging opportunities contact Liz Didlick on 01-739 7000 or send a CV for her attention.

compovac
66 Great Eastern Street, London EC2

SALES REPRESENTATIVES

3 required to assist expansion of envelope manufacturer. A degree would be considered an advantage but not essential. Locations SE Midlands and South Wales.

Please contact
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Management Consultancy

Human Resources

Stoy Hayward is one of the UK's leading firms of Chartered Accountants. The well-resourced Management Consultancy operation is enjoying high levels of success and is expanding rapidly. Employing a number of highly skilled specialists, it advises a wide range of clients on a variety of business management issues.

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Head of Executive Recruitment Senior Human Resources Consultant

The successful applicants will play a key role in the Consultancy's future plans for growth and will be given every opportunity to rapidly develop their consultancy and management skills. Remuneration packages are negotiable according to ability and experience. So if you feel you have the ability and experience to succeed in either of these demanding roles please contact Roger Hughes, quoting reference SHA25, at Stoy Hayward Associates, Management Consultants, 8 Baker Street, London W1M 1DA.



Stoy Hayward Associates
MANAGEMENT CONSULTANTS
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Assistant Secretary

WATER COMPANIES' ASSOCIATION

Our client is a well established independent limited company which represents the interest at a national level of 28 statutory water companies who supply water to about a quarter of the population of England and Wales.

A new post of Assistant Secretary, reporting to the Director and Secretary, has been created where duties will include secretarial support at meetings, liaison with the General Managers of the water companies, and dealing with enquiries from the press and government organisations. Candidates, male or female, should be graduates aged

Ideally in their thirties with experience of committees work gained possibly in a local government or similar organisation. Important qualities will be strong interpersonal skills and the ability to contribute to the small management team at its attractive Westminster location.

Remuneration will include a salary in the region of £21,000 plus other benefits. Please reply to Michael Hann, Bull Thompson and Associates Ltd, 63 St Martin's Lane, London WC2N 4JX, enclosing full career details and quoting Ref No 1280.



CORPORATE AND RECRUITMENT CONSULTANTS

ECOTEC ENVIRONMENTAL TECHNOLOGY AND MARKET APPRAISAL

ECOTEC is an expanding research and consultancy organisation with a major presence in Europe. The company is committed to an exciting programme of work in support of the European Pollution Control Equipment industry by the provision of specialised market intelligence, networking systems, on-line data bases and technology appraisals. The programme requires an additional senior member to undertake the direction of projects and assist with business development in relation to:

- Market and technology appraisal studies in relation to pollution control equipment and energy management fields.
- Technical advice to firms on pollution control, reclamation and energy saving.
- Project appraisal and feasibility studies for public sector initiatives in support of innovation, technology transfer and market development.

The candidate will have a sound technological background (in engineering or science) and an MBA or relevant postgraduate qualification, at least five years of postgraduate experience, good communication skills both written and verbal. Skill in French or German would be an advantage.

Salary is negotiable and would include company car, pension scheme and profit sharing scheme. Good prospects for further promotion and equity participation.

Please send detailed CV to: F E Joyce, Joint Managing Director, ECOTEC Research and Consulting Ltd, Priory House, 18 Steelhouse Lane, Birmingham B4 6BJ. Tel: 021-236 9991

CUSTOMS DUTIES CONSULTANTS

LONDON

UP TO £30,000 + CAR

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In the last decade, the pace and complexity of international trading has taken on new dimensions in the global operations of most of our clients. For some, it is the cornerstone of their corporate strategy. For others, particularly in the high technology industries, it is the platform for successful expansion and growth.

And yet for many, it continues to be a high risk area; especially for companies whose markets are competitive and margins slim. Poor planning and inadequate awareness of pitfalls in the movement of goods and services can make the difference between profit and loss.

In our International Trade Group in London, we have a team of experienced customs specialists, who advise our clients on ways to overcome these pitfalls. More importantly, we try to anticipate the difficulties before they happen and help clients plan effectively.

The success of this team and the continuing demand by our clients for its services have created further exciting career opportunities with excellent promotion prospects for those with specialised experience in any of the following fields:

- Customs and Excise duties
- Valuation and duty reliefs
- Import/Export freight handling
- Import/Export licensing (UK and USA)
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You may be working for HM Customs & Excise, in the buying or distribution department of an international company, in a large freight forwarding agency or have relevant experience overseas. You must be able to demonstrate strong communication skills and a high level of business awareness to enable you to converse authoritatively with senior management.

These appointments command an attractive salary with a full range of benefits including a car and, where applicable, a generous relocation package.

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32 London Bridge Street, London SE1 9SY.

Price Waterhouse

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GENERAL MANAGER

COMPOSITE DISTRIBUTION CENTRE - KENT

Salary neg + executive car

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The General Manager will have accountability for developing and running an operation which will employ over 200 staff and service 51 stores on a round-the-clock, 7-days-a-week basis. Initial objectives will encompass the creation of a team capable of meeting this enormous challenge and bringing the depot on stream to agreed targets. As well as day-to-day management of the centre, the person appointed will be expected to contribute to the further development of the business and the maintenance of a good working relationship with the customer.

Candidates will be of graduate calibre, aged 30-45, with a proven record in general management preferably gained in a competitive tendering environment. A strong awareness of the necessary financial and operational systems to support the smooth running of the business is essential; experience of trade union negotiation would be useful. Personal attributes will include strategic thinking ability, a mature, flexible approach to problems and well-developed interpersonal skills. The position will

demand a creative approach coupled with drive and determination.

The person appointed can expect to receive an excellent salary which will reflect the importance of this position. In addition, the job carries a range of benefits, typical of a major employer, which include an executive car and non-contributory pension scheme.

Opportunities to grow within the organisation are excellent. Interested applicants should write with full career details to Stephen Winch, Personnel Director, Hays Distribution Services Limited, 304 High Street, Aldershot, Hampshire GU12 4NB.

DEPOT MANAGEMENT OPPORTUNITIES

The continued growth of the Company, particularly within composite food distribution, offers outstanding career development opportunities for ambitious and capable distribution professionals.

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Hays

ADMINISTRATION MANAGER

London

Salary £ Neg

Our client is the UK subsidiary of a large and very successful international group. Continued rapid growth has now created a need for an Administration Manager to further develop the administrative systems and to assist the accounting function.

The successful candidate will report to the Chief Accountant and will be responsible for a broad range of activities including personnel, insurance, legal matters, contracts, property, motor vehicles, communications, special projects and may also assist with audit and treasury functions.

The position will suit a candidate with either

administrative or accounting skills. Age is flexible but good communication skills and presentation are required together with the ability to meet strict deadlines. This is an ideal opportunity for a young person to grow with the company and formal training will be available. Salary is negotiable according to experience and a motor vehicle and BUPA will be available.

Please reply in confidence by telephoning Jim Hayman on (01) 829 8070 or reply in writing giving concise career, salary and personal details quoting Ref. L302 to Slade Egor International, 58 St James's Street, London SW1A 1LD.

International Search and Selection

SLADE EGOR INTERNATIONAL

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

Health First is the UK Division of one of the world's largest medical insurers, Mutual of Omaha. Due to expansion, we now have the following vacancy based in our Head Office in Bournemouth.

SENIOR CLAIMS MANAGER

Bournemouth Based
Excellent Package Plus Car.

The position reports direct to the Chief Operations Director and key issues of the role are as follows:-

- To manage 27 employees who are responsible for all aspects of claims adjudication.
- To ensure claims are processed in a timely and quality manner to provide an above-average service to our customers.
- To control and develop the department's budget and be responsible for the issuing of all claims cheques.
- To prepare forward plans for all aspects of the Claims Department.
- To direct the appropriate development of new systems plus administrative and processing procedures.
- To contribute to the development of Health First products.

The successful candidate will have strong management experience in a service oriented environment in which specific service goals were required; proven human relations skills and experience in motivating and developing staff together with above-average communication, planning and organisational skills. Experience in health insurance and public relations/customer services would be an advantage.

The company can offer a challenging role at an exciting time in the organisation's growth. The employment package includes a good salary, company car and free life assurance plus a non-contributory pension scheme and private medical insurance after a qualifying period, together with a relocation package where appropriate.

Applications with full CV and details of present salary should be forwarded to Janice Gotting, Personnel Controller, Health First, Richmond Hill, Bournemouth, BH2 6EQ.

HEALTH FIRST
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Marketing PIONEERS



The International Stock Exchange is one of the world's leading financial markets for trading securities.

In a highly dynamic environment we have developed an electronic marketplace at the forefront of technological change.

Central to this change is the Information and Settlement Services Division, whose Business Development Group markets a range of information, dealing and settlement products to the financial community.

The increasing sophistication of the securities markets mean that we now need Business Analysts and Product Managers at varying levels to work on the next generation of products and services.

For these positions a knowledge of the securities industry will be an advantage but is not essential.

Salaries will be negotiable depending on experience and we provide a generous benefits package which includes free travel, BUPA and non-contributory pension scheme.

If you want to influence the future direction of global financial markets then pioneer a marketing career with the International Stock Exchange.

Please write in strict confidence with full career details to:

Jane McCartney, Principal Personnel Officer,
The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited,
Old Broad Street, London EC2N 1HP

Business Analysts

Up to £30,000 + car
Aged 25-35

You will be educated to degree level or have a relevant professional qualification. It is likely that your background will include either consultancy, business planning, management services or product marketing.

As a business analyst you will:

- Identify and investigate business opportunities.
- Present the business case for new product developments or enhancements.
- Support and work with both Product Managers and Systems Analysts.

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Aged 25-35

As a Product Manager with the ISE you should have experience of high-tech marketing in an electronics systems environment.

Your primary responsibilities will be to:

- Prepare product marketing strategies.
- Implement plans, liaising closely with Account Managers and Business Analysts.
- Determine pricing, positioning, and promotion tactics.
- Participate in product development teams.



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Heidrick and Struggles is one of the largest and most international executive search firms in the world. Our network of offices extends throughout the US and Europe and we work for many of the largest and most prestigious organisations.

We believe that the research function is not only critical to our highly successful reputation but also highlights the difference between ourselves and our competitors. Our research team identifies and communicates with senior executives throughout the world.

Due to our growth we will be hiring a small number of additional researchers into our team. Aged in your late 20's and with a degree or MBA and commercial experience behind you, you will have excellent proven oral and written communication skills coupled with a highly persuasive manner and a real desire to succeed in a stimulating and highly challenging business environment.

Rewards are exceptional and career prospects can quickly lead to more responsibility and promotion.

Apply to: Dr. John Viney, Managing Partner,
Heidrick and Struggles International,
100 Piccadilly, London W1V 9FN

DATA COMMUNICATIONS & NETWORK PROFESSIONALS

Our client is one of the world's leading manufacturers of integrated Network Communications Systems. They offer a comprehensive networking strategy that includes Network Management Systems, Digital Communications, Packet Switch and Modular products. As a result of the growth in the Corporate Network marketplace in the UK and Europe they now require Network professionals to join them in their offices based in the Thames Valley area.

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£25K plus company car

In leading project teams responsibility will be for all aspects of pre-sales support from initial consultancy to successful implementation. Candidates will demonstrate success in managing significant projects, either as a supplier or user in a corporate network environment. A good understanding of applications is particularly important.

The successful candidates for these appointments will be educated to degree level and will be able to demonstrate a successful career in networking and data communications, with experience of data processing, communication protocols, circuit switching, packet switching, network management or LANs. In either managing or working with specialist teams, successful candidates can expect a challenging and stimulating environment with ample opportunity for career development.

To apply, or for further information, please telephone Andrew Goodson on 01-222 8866 during office hours.
Alternatively you can write to him at the address below quoting reference number 0918.

OGILVIE EXECUTIVE
PERSONNEL AND MANAGEMENT CONSULTANTS
Buckingham Court, 78 Buckingham Gate,
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£15K-£22K plus company car

Part of a multi-discipline team you will be responsible for customer presentations, systems design and preparation of proposals for major corporates, governments or value added networks in the UK and Europe. This is an outstanding opportunity to work with some of the world's leading networking technologies to solve users' problems.

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Are you struggling with an extra workload? If so, Kingsway can immediately supply all categories of secretaries, WP Operators, VDU Operators, numerate Clerical and Administration staff and Telephonists. For an immediate quote call our Temporary Consultants on the following numbers.

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Package £18,000

Leading multinational with London base in NW1 seeks an ambitious and quick minded person with proven international credit management experience plus good spoken French.

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To £12,000 + Mort Sub etc.
German Bankers, £22 week Commercial Loans Clerk with at least 6 months exp and good spoken German.

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BRITISH ASSOCIATION OF OCCUPATIONAL THERAPISTS HEAD OF MEMBERSHIP SERVICES DEPARTMENT

We are looking for a suitably qualified person for this new post. The applicant might be an Occupational Therapist or from some other professional background.

The successful applicant, reporting directly to the Secretary, will be concerned with the handling of queries relating to personnel, salaries, conditions of service and industrial relations on behalf of the total membership. Other responsibilities will include the preparation of policy/discussion papers, training and the management of other staff. The appointment will be located initially at the present Headquarters in Rede Place, London W2 but will transfer to a new building in Marshalsea Road, London SE1 in 1988.

This new appointment represents an excellent opportunity to join the Headquarters staff at a time when the present organisation is being structured to meet future demands. Salary will be circa £18,500 pa, according to experience, with additional benefits and opportunities for further training.

Please send your CV, together with stated reasons why you would be suitable for this appointment, by the 15th November 1987. All correspondence should be marked 'Private and Confidential' and addressed to the Secretary, BAOT, 20 Rede Place, off Chepstow Place, London W2 4TU.

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Excellent Salary + Car

City of London based

Renowned for quality and professionalism they market a specialist service to the major financial institutions in the City and now offer exciting opportunities for commercially minded people to move into sales. Conscious of the shortage of experienced sales talent within their field they are confident that achievers from other fields can successfully change direction.

Ideally in your 20s or early 30s, your success to date may be in sales, possibly financial or related services, but you could equally well be ready to move from banking, insurance or the legal profession into a new commercial career. Whatever your current background you have the drive, the people skills and

intelligence to get to grips with our business quickly.

The rewards, like the demands are high, and in addition to an excellent salary package and quality car offer a dynamic environment, the chance to be appreciated for your achievements and the ongoing personal development associated with a market leader.

Applicants, male or female, should apply in the first instance with full career details to Jan Stuart, Mercuri Urval Limited, Spencer House, 29 Grove Hill Road, Harerow, Middlesex HA1 3BN quoting ref 6087 or telephone 01-863 0968.

Mercuri Urval

Conservatories are a fast growing market in which Crystal Palaces is a leader. To support our planned further expansion we now seek the following key personnel.

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We need quality salespeople with organisational ability. Running a branch offers independence, job satisfaction and plenty of hard work!

You will receive full training and support with genuine first year earnings of £18,000 plus.

Telephone for application form and more details 0248 410371 (24 hours).

CRYSTAL PALACES Conservatories - and so much more

eddling

NATIONAL SALES MANAGER

The Company: C.W. Eddling (UK) Ltd. manufacture and distribute pens, markers and graphic products. We have an enviable track record with a firmly established dealer and wholesaler network throughout the U.K. and are now implementing a major expansion programme.

The Position: The National Sales Manager is a senior executive position and reports directly to the Sales Director. The job holder will make a considerable personal contribution to the growth of the company.

The Task: To spearhead a major sales drive, identify new business opportunities, and motivate and lead our experienced sales team.

Experience: The position, which affords considerable autonomy will appeal to candidates with a proven sales record, sound retail and wholesale sales experience and good personal management skills. It requires drive, determination and ability to negotiate at all levels.

Reward: In return for this commitment, the Company offers an attractive package commensurate with an international company.

Please write with full C.V. to: The Sales Director, C.W. Eddling (U.K.) Limited, North Oxford Trading Estate, Napsbury Lane, ST ALBANS, Hertfordshire AL1 1XQ

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Commaght's team of professionals, all of whom have had experience at management director level, can help you. Commaght's successful Executive Action Plan helps you find appointments quickly and discreetly, particularly in the area of unadvertised vacancies.

Contact us for an exploratory meeting without obligation. If you are overseas, ask for our Executive Expert Service, 32 Savile Row, London W1X 1AG. Tel 01-754 8879 (24 hours)

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GENERAL APPOINTMENTS

01-481 4481

SENIOR BUYER

£13,025 - £17,530 p.a.
+ £860 p.a. London Weighting

Exciting things are happening at InterCity On Board Services! New standards of service and customer care, challenging new profit targets, major investments in equipment and staff are just some of the radical changes that you will be involved in. We are now seeking the right person to join our professional Supplies team. Success in this area is recognised as being essential to the success of the company. Using your purchasing skills and experience, you will be negotiating with the most senior levels of nationally recognised companies for the supply of both products for sale on our trains through to contracts for the services relating to the operation of our business. In addition to drive and enthusiasm, you should be able to demonstrate your commercial acumen and understanding of a company's total operation. The position is a demanding one, working in an operational environment and to well-defined financial targets. If you feel that you have the suitable experience, with IPS being an advantage, please send a detailed CV in confidence to Management Recruitment Officer, 1st Floor, Tournament House, Paddington, London W2 1HQ (01-928 5151 extn. 30711).

INTERCITY
ON BOARD SERVICES

An opportunity to help rural England

Rural Development
Director, Operations/Deputy Chief Executive
Salisbury or London based £24,765 rising to £28,215

The Development Commission for Rural England helps to provide job opportunities and to meet the needs of communities in rural areas. It is expanding its programme and combining with its agency, CoSIRA, to meet vital new challenges.

The new post of Director, Operations/Deputy Chief Executive, the second most senior in the organisation, will have an important and influential role. It will have responsibility for the management and implementation of the Commission's programmes, including the operation of county and regional offices throughout the rural areas. Considerable travel will, therefore, be involved.

Probably aged in your 40s, you must have an understanding of the needs of small businesses as well as a strong identification

with rural affairs. Your experience should include general management of a widely dispersed organisation where you will have developed the leadership, communication and commercial skills that you will require. This will have been gained in either the public or private sectors. You will be able to represent the Commission effectively at the highest levels.

An additional £1,465 London Weighting is offered if you are London based. For further details and an application form (to be returned by 23 November 1987), please contact John Williams, Chief Executive, Development Commission, 11 Cowley Street, London SW1P 3NA. Telephone: 01-222 9134.

An equal opportunity employer

DEVELOPMENT COMMISSION FOR RURAL ENGLAND



Circulation Marketing Manager

This is a rare opportunity for a career-minded individual in the world of international publishing.

The Wall Street Journal/Europe is looking for a versatile, experienced marketing executive to run its circulation marketing for Europe and the Middle East. (Posting in Brussels)

This challenging position will demand the following:-

- All round direct marketing skills
- Some publishing experience
- Creative/promotional initiative
- Budget management capabilities

There are no age or education specifications with this job, but we do demand experience in all of the above fields combined with an eager and enthusiastic personality.

If you feel you can meet this challenge write to Jane Tolson, with a copy of your curriculum vitae at:

The Wall Street Journal/Europe
Hilton Tower, Bte 7a, Bd de Waterloo 39 - 1000 Brussels - Belgium

THE WALL STREET JOURNAL.
EUROPE

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ASSURANCE

POAS Public
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Service

Take the lead
in our European Development

CONTINENTAL EUROPE

The Ladbroke Group is one of Britain's top 50 and Europe's top 150 companies. It is committed to major international expansion through its core businesses of hotels, (with the recent Hilton acquisition), property, home improvement centres, and retail betting.

Already world market leaders in retail betting the Ladbroke International Racing Division based in Brussels controls the management and development of all its Continental European racing and betting activities.

Ladbroke since expanding into Europe in 1982 have developed into market leaders in Belgium with 1060 Agency Hippiques. In 1986, the Dutch government granted Ladbroke the exclusive licence to operate the on and off track totalisator in the Netherlands.

Ladbroke International are now looking to further strengthen their senior management team for their planned expansion in 1988 and beyond by recruiting a small number of experienced executives.

They must have a successful record of achievement at senior management level and the ability to swiftly absorb our business and

SUBSTANTIAL PACKAGE

take on responsibility, at least at Director level, in one of our new business opportunities.

In addition to a proven track record, the business professionals we seek will be ideally aged 30-45, be educated to degree level and have an MBA or relevant business qualification. This should be supported by at least 5 years' management experience gained preferably within an international company with possibly a finance or marketing background.

Applicants must be fluent in English and at least one other European language and could already be resident in Continental Europe.

These positions carry very attractive salary and benefits packages which can be flexible to suit individual circumstances. Additionally and equally important for the calibre of people we seek, career development opportunities are excellent.

Please reply with a full C.V. to Nick Jolly, Human Resources Director, Ladbroke Racing International, rue Auguste Orts 18, 1000 Brussels, BELGIUM.

Ladbroke. The Far From Leisurely Leisure Group.

Assistant Secretary
WATER COMPANIES' ASSOCIATION

Our client is a well established independent limited company which represents the interest at a national level of 38 statutory water companies who supply water to about a quarter of the population of England and Wales.

A new post of Assistant Secretary, reporting to the Director and Secretary, has been created where duties will include secretarial support at meetings, liaison with the General Managers of the water companies, and dealing with enquiries from the press and government organisations. Candidates, male or female, should be graduates aged

ideally in their thirties with experience of committee work gained possibly in a local government or similar organisation. Important qualities will be strong interpersonal skills and the ability to contribute to the small management team at its attractive Westminster location.

Remuneration will include a salary in the region of £21,000 plus other benefits. Please reply to Michael Ham, Bull Thompson and Associates Ltd, 63 St Martin's Lane, London WC2N 4JX, enclosing full career details and quoting Ref No 1280.

Bull
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CORPORATE AND RECRUITMENT CONSULTANTS

Successful, Lively
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'Havelocks', a sizeable and highly successful pub in Ilford, attracts a large number of predominantly young people from the surrounding area. It's owned by Taylor Walker - a company with several hundred pubs throughout Greater London - and we're now looking for an individual or couple to assume responsibility for this popular, lively venue.

In addition to a pub management background, you'll need substantial reserves of energy plus the ability to identify with your customers. And, since some 25 bar staff are employed, you'll need strong supervisory and administrative skills. In return, we can offer an attractive salary, good bonus potential, the chance to operate a lunchtime catering franchise and excellent accommodation. You'll also enjoy the advantage of working for a profitable and progressive company within the Ind Coope group. So, if you think you have the experience - and that something extra - that this venue calls for, write to Jane Wallace, Management Recruiter, Taylor Walker Ltd, 77 Muswell Hill, London N10 3PH, quoting ref. DM/H.



Could you adapt your sales skills in the Chemical, Pharmaceutical, Lubricant, Paint or related Manufacturing Industries to sell high-technology based turnkey solutions?

SENIOR SALES EXECUTIVES
VERTICAL MARKETS

Excellent benefits package.
Vacancies throughout the U.K. (incl. Scotland).

Our client specialises in providing an exciting new turnkey solution to a lucrative vertical market in the Manufacturing sector. They now seek a number of Senior Sales Executives to manage the next phase of growth through increased sales activity. The product is virtually unique, already well accepted by a number of "blue-chip" clients, and represents a "ground-floor" opportunity to join an established, financially secure company in the high-technology industry, with unlimited market potential.

You will currently be selling capital plant, process control, CAD/CAM solutions, or production management systems, and seeking a genuine chance to further your career. Your background may ideally have a Chemical Engineering bias. The excellent salary/benefits package will reflect both your experience, and your ability to carry out this challenging and rewarding task.

Spitfire Recruitment

Telephone Peter Underhill on 0582 37023 between 7pm and 10pm tonight, or during office hours, or write enclosing a cv. to: Peter Underhill, Managing Director, Spitfire Recruitment, Norfolk House, 196 Old Bedford Road, Luton, Beds. LU2 7HH. Telephone: Luton (0582) 37023.

Quest International Computers Limited is the UK Sales subsidiary of Quest Group plc.

Commercial
Manager

Working in a stimulating and fast moving environment the successful candidate will be responsible for the financial aspects of our customer accounts, computerised sales and purchase order processing in addition to normal commercial activities. As a departmental manager you will supervise and motivate a small team of staff and play a key role in the management team.

Applicants, aged 35-45, must have a strong commercial background, ideally within a financial environment. Please reply in writing, enclosing your C.V. to Tony Earl, Managing Director, Quest International Computers Ltd., Quest House, School Lane, Chandler's Ford, EASTLEIGH, Hants. SO5 3YU. Telephone: Southampton (0703) 266321

quest
International Computers Ltd

HOLLISH YOUNG BUSINESS GRADUATE
PA TO MANAGING
DIRECTOR

This is an outstanding opportunity for an ambitious young business graduate keen to launch their career in the property business.

Christie & Co is expanding its professional specialist services to Hotels, Inns & Restaurants, Rest & Nursing Homes and Retail Businesses and is led by a dynamic young MD with exciting plans for the future. Your objective will be to provide all round support, covering both routine and developmental activities. Much of the work is of a confidential nature, so integrity as well as initiative and flexibility rates highly on the list of essential attributes.

In the first instance reply to: Dianne Scott, Personnel Department, Christie & Co, 50 Victoria Street, London SW1H 0NW. Tel: 01-789 2121.

NATIONAL
SALES MANAGER

TO LEAD SYSTEMS FURNITURE INTO THE 21st CENTURY
South East £25,000 OTE Quality car and benefits

Freeform Office Furniture Limited, a subsidiary of a well-established major manufacturer of office equipment, markets a range of high quality systems furniture. Freeform, designed and manufactured in UK and launched to international acclaim at Orgatechnik '86 in Cologne, already ranks among the best available.

■ We now seek a National Sales Manager to lead the next phase of the company's progress. Aged 30 to 45, the successful candidate will spearhead creative marketing policies for this exciting product in both home and export markets. Reporting to the Chief Executive, the National Sales Manager will support existing dealers, secure new business and promote the company's pedigree and performance.

■ The successful applicant will have had several years of achievement in the systems furniture field, with considerable experience of opening new dealer accounts in UK and overseas and of working alongside dealers in negotiations with major specifiers. A proven personal record of success in closing high-value orders from large companies is essential. You will be an excellent communicator, probably speaking at least one European foreign language, with a strong sense of design and a comprehensive knowledge of competitive systems.

■ Naturally the remuneration for this senior post will include pension scheme, private medical scheme and life assurance.

If you have the necessary qualifications, please write, with a full CV, to our consultant, Emlyn Evans, at Emlyn Evans Associates, 23 Cranley Road, Walton-on-Thames, Surrey KT12 5BT

office furniture freeform

MARKETING DIRECTOR

c £35,000 pa + Choice of Car
New Appointment Berkshire

Key strategic marketing/business development role within one of the UK's most successful distributors of computer/peripheral peripherals. This new position demands the skills and contribution of an individual totally determined to succeed.

To spearhead the marketing of an excellent range of computers and peripherals you must be capable of identifying and implementing the right strategies for the UK market place.

In addition to intelligence, commitment and self motivation, the right candidate will be have:

- Aged 28-40 with ambition, self-confidence and a sense of humour.
- Educated to degree level in Business Studies and/or marketing with a proven track record of success.
- In-depth knowledge/experience of the computer/peripheral industry.
- A creative, self-disciplined problem-solver with the ability to maximise product/market penetration.

If you meet these criteria, are capable of working in a small team, and can incentivise customers and sales/marketing staff, telephone Marc Zundel on 0628 770636 (or 0930 2256 evenings/weekends) or write to him at:

ZUNDEL GIRLING
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All applications will be treated in the strictest confidence.

ZUNDEL GIRLING

Could you sell Cellular Telephones successfully?

SALES EXECUTIVES

£25K+ + Car + Benefits

Based in Richmond Surrey

Europe is one of the leaders in the leasing of Cellular Telephones market place with a £10M turnover. They are also a leading Airtime Retailer for both Celine and Vodafone.

Professional Sales Executives are needed, men or women aged 25-35, for new business direct selling. Outstanding selling ability is the number one requirement and will be rewarded very well.

Excellent sales and product training is specifically provided on an ongoing basis. Career development opportunities are available and also part of the package.

Benefits include 2 litre Granada Car or equivalent, medical insurance, 20 days annual holiday.

Daytime or evening interviews this week and next week.

Send C.V. or Contact:-

Personnel Department, Europa Group, Merevale House, Parkshot, Richmond, Surrey, TW9 2RW
Telephone 01-940-9433 Telex 914036 Telefax 01-948-8443

THE TIMES THURSDAY OCTOBER 29 1987

39

COMPUTER SALES EXECUTIVES

Herts. £28K Basic + Car + Commission
We've invested in you.
So you'll invest in us.

Highly successful in the U.S. and with a rapidly growing presence here, Cybertek specialises in developing 4th Generation Software primarily for Data General users.

After nearly a decade of investment in R+D, we are about to launch a substantial marketing strategy aimed at significantly increasing sales in the U.K. and we are currently looking to build the team to spearhead this major drive.

This is a 'greenfield' opportunity in every sense of the word, and we're looking for the drive, professionalism and ambition that are vital to the success of any major new business initiative. Aged 28-40, and a graduate, you'll have a

Cybertek

minimum of 4 years sales experience within a computer environment including some exposure to 4GL and Data General products. A degree of technical expertise would be an obvious advantage.

We want the best and the rewards fully reflect this. Aside from an excellent basic salary and executive car, there is a generous commission scheme that will give you every opportunity to earn in excess of £70,000.

For more details call our advising consultant, Tim Taylor, today between 11.00 a.m. and 5.00 p.m. or during normal office hours on (01) 631 4146. If you prefer send your curriculum vitae to him at the address below.



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We guarantee that we will commit our time and effort until you are satisfied that your career objectives have been realised. Then you can really celebrate!

For thirty years we have been striving for the best. Now it's your turn! To arrange an early confidential appointment, without obligation, telephone your nearest office, (24 hour answerphone in London) or send us your C.V.

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OIL REFINERY PERSONNEL RED SEA COAST Married Status

The PETROMIN-MOBIL YANBU REFINERY COMPANY LTD. (PEMREF) is a joint venture Company between the GENERAL PETROLEUM AND MINERALS ORGANIZATION (PETROMIN) of the Kingdom of Saudi Arabia and MOBIL OIL CORPORATION of the United States of America. PEMREF is engaged in the operation and maintenance of a 250,000 BPD State of the Art, tube refinery at Yanbu in the Western Region of Saudi Arabia and seeks to employ qualified and experienced personnel for appointments in the following positions in their organization:

INSTRUMENT INSTRUCTOR £22,500 p.a.

To be responsible for both classroom and on-the-job training maintenance technicians. Subject includes basic instrument principles in Hydraulics, Pneumatics and Electronics and the basic skills required to maintain and repair instruments. Also prepares written and practical tests, examinations and administers student records as well as progress reports.

Applicants must have technical and/or teaching qualifications with a minimum of 5 years relevant experience in the oil/gas industry preferably in the Middle East. Knowledge of written and spoken Arabic useful.

Excellent Benefits include:

- 30 days leave after 11 months plus 5 days interim leave (if considering these positions on single status, then 14 days leave after every 90 days of service)
- Free accommodation
- Transport Allowance
- Educational Allowance
- First class recreation facilities & medical care.

Please telephone today or send full CV to - Tony Cross, Area Technical Services, 20/22 Station Road, Sidcup, Kent, England DA15 7EJ Telephone: 01-302 7264 Telex: 896172.

Pemref

INTERNATIONAL OIL BROKING COMPANY

Requires trainee products broker for London office. Self motivation essential. Related experience useful. Languages an asset. Apply to BOX M45.

CV SERVICE based on telephone or personal interview. Birmingham (02427) 72209.

WORLDWIDE LTD requires sales persons for their international sales offices. Experienced persons preferred. Able to handle a variety of clients national and international. Call Lesley Gray on 720 5258.

CAN YOU SELL? Really? Selling Agent now recruits a dynamic self-motivated and ambitious person to work in a busy sales office. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

SHOULD FLAT representative. We are urgently seeking a well-qualified, experienced person to work in a busy sales office. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

SALES Executive £12,000 + car + commission. London. Contemporary Art Ltd. requires a sales executive with a proven track record in the art market. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

SWISS ALPS Clothing sports shop to recruit report of Visions. Recruiting young, attractive sales staff with good knowledge of French, 15 Dec 1987 to 30 April 88. Part-time. Position in major London store. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

CURRICULA VITAE: skilfully put your selling skills to work and promote your products. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

FOR OUR BUYER: FARRAR STEAD & CO. RECRUITMENT. For our buyer, we require a sales executive with a proven track record in the art market. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

NEGOTIATOR REQUIRED. For our buyer, we require a sales executive with a proven track record in the art market. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

JOHN WAINWRIGHT & CO LIMITED Commercial Manager

John Wainwright & Company Limited, a long established and successful Private Quarry Company in Somerset, who supply Basalt road surfacing materials in the South West, South and South East, require a Commercial Manager. He will be responsible to the Managing Director for sales and marketing together with such other responsibilities as may be assigned from time to time.

Applicants should be between 22 and 42 years of age, have a pleasing personality and an ability to handle a loyal staff. Previous experience of the quarrying industry is not absolutely essential.

A competitive salary and benefit package is being offered. Career prospects are excellent.

Applications in writing to the Company Secretary, John Wainwright & Company Limited, Downside, Shepton Mallet, Somerset, BA4 4JF.

Assistant Company Secretary Marlow, Bucks

Rank Xerox Limited is seeking a young chartered secretary with at least three years' experience of general company secretarial practice at holding company level. The successful candidate will be expected to provide a full company secretarial service within a multi-national corporation as well as advise on company law and other relevant UK legislation. It is envisaged that a wider legal role could be offered to a suitable person and a legal qualification would therefore be an advantage.

Rank Xerox is a leading company in advanced office communication products with subsidiaries and branches in many overseas countries. It is a fast-moving and dynamic environment and applicants should have the enthusiasm and interpersonal skills to make a significant contribution to the Company's future success.

A salary of £22,000 or more (according to experience) will be offered plus attractive benefits including a company car. The position will be based at our new head office in Marlow and relocation assistance will be offered in appropriate cases.

Please send applications with full CV to: Iris Gray, Personnel Department, Rank Xerox Limited, Parkway, Marlow, Bucks SL7 1YL.

PHASE 8

Phase 8, an exciting ladies fashion chain has opened their seventh shop in Islington. We are looking for a manager/ess with retail experience and enthusiasm for our fashions. We also require a full-time sales assistant and Saturday staff.

Please call Antonia on 01 351 5137

ARMY OFFICER Age 26-31

Army Officer sought to join and be trained by an old established and reputable firm of national Estate Agents. Age bracket 26-31, must be free now or shortly - 7 months too long! One position in London, possible position in country (would suit keen sailor). A secure career, good reward and prospects offered in return for application, common sense and some commercial instinct.

Write in the first instance to: Ian Homersham, 23 Berkeley Square, London W1X 6AL

NEGOTIATORS

Required to sell houses and flats from our Spitalfields E1 and Hackney E5 offices. Some experience preferred. Progressive and well established estate agency.

Apply Philip Tobin
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Ring 01-948 1677
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Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income.

Without obligation, find out about our direction. Please phone Keith Punt on 01 734 5660 (London and Home Counties only).

Allied Dunbar Assurance plc is an equal opportunities Group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.

MASTER OF MUSIC WESTMINSTER CATHEDRAL

Applications are invited for the Post of Master of Music at Westminster Cathedral. Applicants must have a thorough working knowledge of the traditional Latin music of the Church, both Plainsong and Polyphony, with the vision to combine this with, and develop music for, the newer liturgical forms. He must have the direction of the Choir and the direction of the Cathedral's musical life.

To ensure that the highest professional standards are maintained in the Cathedral's music, the salary level will be open to negotiation. Practising Catholic preferred.

Applications, including Curriculum Vitae and references should be addressed to: The Administrator, Westminster Cathedral, Clergy House 42 Francis Street, London SW1P 1QW.

and should be received by Tuesday 17th November 1987.

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For more details phone me, Susan Beck, in strict confidence at the office, or on 01-878 4827 after hours.

Susan Beck RECRUITMENT 01-584 6242

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SYSTEMS/ENGINEERS - to £21K pa. With Multi-Lingual capacity of High Level Languages in a Real Time environment. ref. AW178.

CONTACT US NOW! ELECTRONIC ENGINEERS (graduate/entry) - £18K pa. Design/Development. A strong background in Microprocessors. Software and experience of Real Time Machine Control applications preferred.

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YOU WILL BE -

Ideally late twenties/early thirties. Fully experienced in implementing and supervising latest technology in tropical areas.

Have proven experience in bovine/skin and reptile fields.

Resident in UK and be available for extensive travel worldwide (sometimes for extended stays).

A salary and peripheral benefits commensurate to this important appointment are available to the right applicant.

INTERNATIONAL SALES/ MARKETING EXECUTIVE

Leading exhibition organisers requires

INTERNATIONAL SALES/
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Strong personality, confidence and an ability to sell at all levels essential.

Salary negotiable. Company car and other benefits.

Contact Elizabeth Ducker on 01-940 9651

FARRAR STEAD & CO.

FOR OUR BUYER: FARRAR STEAD & CO. RECRUITMENT. For our buyer, we require a sales executive with a proven track record in the art market. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

NEGOTIATOR REQUIRED. For our buyer, we require a sales executive with a proven track record in the art market. Send your CV to: Mr. John Smith, 20/22 Station Road, Sidcup, Kent, DA15 7EJ. Tel: 01-302 7264.

GENERAL APPOINTMENTS

Retail Operations Opportunities

General Manager
NonFoods/Textiles to £20,000 + Car
General Manager new superstore-North London • Experienced large Store Managers only.

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West End, London £20,000
Electrical/Audio Multiple • Reporting to Regional Controller • Strong man management skills required.

Area Manager -
Nationwide to £18,000 + Car
Large High Street Fashion Multiple • Must currently be an Area Manager Ladies wear or Menswear.

For further details on these positions and many others please contact Frances Earl or Madeline Halfpenny on 01-437 8517 (3 lines) or send your Curriculum Vitae to Retail Search and Selection, 103A Oxford Street, London W1R 1TF.

Retail Search & Selection

Atlas Stockbroking have many exciting, well paid positions for experienced Stockbroking Back Office Staff.

CAD Ledger Clerk - £12,000

(Must have 3 yrs exp)

Contracts Clerk - £15,000

(Minimum 2 yrs exp)

Right & New Issues Clerk - £20,000

(Minimum 4 yrs exp)

Eurobonds Settlements - £15,000

(Minimum 3 yrs exp, inc Mortgage Subsidy)

As from Tuesday 13th October Stockbroking Division will be opening until 7.00pm, every Tuesday. Why not take advantage of this opportunity to call in for a chat or phone.

628 7491 and ask for Miss Mandy Bister. Mr David Gibbons or Mr Richard Fuller.

AREA SALES MANAGER/
Southern Counties

Our client is Britain's leading manufacturer of automatic doors and barriers. As a result of their acquiring distribution rights for a new range of related products, we are retained to search out a Senior Executive for this exciting and challenging post. Aged 30+, ideally living near Swindon you have a proven Technical Sales track record, and man management experience in an industrial end-users market. Rewards include £20,000 OTE, executive car with phone, medical care, pension etc. Please write with detailed career history quoting CNO43/TM to:

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"Ramebury", Woodmansterne Lane, BANSTEAD, Surrey, SM7 3HE.
(Search & Selection Consultant).

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As you are reading this advertisement, you are probably either looking for a new job or studying the types of positions available. Either way, MK Associates can help you. We are specialists in Sales recruitment and career planning for sales executives from executives in all areas including computer, office equipment and F&A.G. Our service is completely free to candidates and we have hundreds of current vacancies on file. If these do not suit you we will help you find a position that does. For a confidential meeting about careers and the opportunities available telephone our consultants on the numbers below or send a full CV to:

Leo Brooker
MK Associates
(Recruitment) Ltd.
100 Old Brimley Road,
Luton LU1 3AB
Tel No: 01 244 8577

Richard Tucker
MK Associates
(Recruitment) Ltd.
100 Old Brimley Road,
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We are looking for people aged 20-35 who have the following qualities: CONFIDENCE, INTELLIGENCE, AMBITION, GOOD APPEARANCE, SELLING POWER. If you can speak Dutch or Scandinavian even better. If you are sure you can make the grade we would like to meet you. A recruitment seminar will be held at 7.30pm at The Waldorf Hotel, Aldwych, London Friday 30th October and at The Atlantic Tower Hotel, Chapel Street (by the Liver Buildings), Liverpool, 12.30 Sunday 1st November. See you there.

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Responsible person preferably over 35 of good appearance to work full time in established antique business with shops in Chelsea area. Organising and selling experience a great advantage and also a current drivers licence. Pension available, salary negotiable according to experience.

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with motor cycle licence required for W1 film company.
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UNUSUAL OPPORTUNITY

Send CV to: 103A Oxford Street, London W1R 1TF. Tel: 01-437 8517. (3 lines) or send your Curriculum Vitae to Retail Search and Selection, 103A Oxford Street, London W1R 1TF.

PA
urgently required

An unusual opportunity has arisen for an experienced and independently minded PA/Office Manager to run the London office for a chain of Swiss department stores. He or she must have a strong administrative background and be self-motivated. Emphasis is on ability rather than related past experience although fluent German is essential. Aged 24-30. Please send CV in full confidence to:

The Buying Office Manager,
Complex Trading Agency,
74 Marylebone Lane,
London W1M 5FF.

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you are ambitious, honest, single-minded, intelligent, imaginative, clear thinking, enthusiastic and are going to make something of life, call

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We offer business and consultancy advice and require a dynamic individual to spearhead this expansion. Rewards will be made commensurate and equity participation will be required.

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I look after around 50 flats and houses in Central London mostly for private tenants. I am conscientious and I work hard, but I don't get paid properly or get a decent firm's car. I should have telephoned Joanna or Judy on 01-781 8573 or 01-350 1300 to get a better job with more prospects.

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AT a career crossroads? We are looking for mature people aged 25-55 with an individual or professional background. A good knowledge of the London area is essential. Please apply to: Mr. Peter Haynes, Haynes Hanson & Clark, 17 Leathers Lane, London, SW6 4EL.

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£25,000

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Our Client, a subsidiary of a major European Bank, is expanding its Capital Markets SWAPS Division and now requires a dynamic and experienced individual to set up and manage the SWAPS Settlements Department.

Successful candidates will have a sound knowledge of the entire SWAPS arena, which will have been gained over a minimum of 2-3 years, plus the personal qualities necessary to lead and motivate an expanding team.

For initial interviews please contact Andrew Bartlett at

CITY RECRUITMENT CONSULTANTS,
58 Houndsditch, London EC3A 7DL.
Tel: 01 283 8787.

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Our City Division specialises in the selection of banking and stockbroking professionals for leading financial institutions. Since its recent inception, the division has experienced considerable growth, and we are now seeking two individuals to complement the existing team.

Research Associate

A graduate aged 22-24 for a newly created research function. Some exposure to financial markets is desirable but a business or finance degree is essential.

Consultant

The successful candidate will have a financial services or recruitment background, and be aged 24-28. You will be given a free hand to create and develop new ideas and participate in the day to day management of the division.

We offer excellent prospects and a package which includes a high base salary, profit sharing bonus, private health care and company car scheme.

For more information please telephone Anna Marsh on 01-930 7850 or write, giving brief details to the address below. All enquiries will be treated in the strictest confidence.

ROBERT WALTERS ASSOCIATES

RECRUITMENT CONSULTANTS

66-68 Haymarket London SW1Y 4RF Telephone: 01-930 7850

MANAGER -
FINANCE AND
ADMINISTRATION

Midlands - aged c.30 c£20,000 p.a.

Our Client is the UK subsidiary of a major European industrial group and a market leader in its field. To realise the potential of a major investment programme, the company is strengthening its management team and has created the new role of Manager - Finance and Administration.

We have been engaged to find two of these new managers, who will report to Plant General Managers and be responsible for Works Accounting, Financial Controls, Purchasing and Payroll. They will also be involved in group reporting systems on an international basis. Candidates will be graduates who can demonstrate successful experience in a well managed company possibly including periods both at operating and headquarters level. A professional accounting qualification would be an advantage, but commercial awareness and ambition are the most important characteristics.

These jobs are outstanding opportunities for people with a sound training and background in a staff role to move into new first-line management positions. The benefits package includes relocation expenses where necessary. Please write with full details of education and career, including current position and salary to the address below, quoting Ref 1006/TI. Alternatively, please ring Mike Pugh on 0602-411238, (0602-235705 evenings) to find out more about the opportunities. No information will be divulged to our client without your prior permission.

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7 College Street, Nottingham NG1 5AQ.
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REDLAND

Outstanding Opportunity
in Corporate
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Redland is a fast growing, leading producer of building materials throughout the world, with interests in aggregates, roof tiles, bricks, fuel distribution and plasterboard. Sales are in excess of £1.5 billion and profits of the order of £150 million.

A small, high calibre planning team reports to the Chairman and is closely involved in achieving profitable growth. Its members work with top management at both Group and Divisional levels. Several members of this team have been promoted to senior line-management positions within the Group. Following such a promotion, a vacancy has arisen for a new member of the team.

Applications are invited from those aged between 23 and 30 who have high intelligence, good analytical, numerical, linguistic and people skills. They will be articulate, self-starting and bottom line results orientated.

Successful candidates are likely to have made their mark already in their first appointment or will have recently completed an MBA.

Applications should be sent to: David Soskin, Director of Corporate Planning, Redland PLC, Redland House, Reigate, Surrey RH2 0SJ.

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To install and train others in use of sophisticated new equipment. Own transport. Preferred age range 25-35 years. Benefits to include salary, expenses and installation bonuses. Send C.V. to reach us by 28th October.

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£25,000 + Car

A seasoned Budget Accountant is required by this Multiple Fashion Retailer to take the leading role in the preparation and monitoring of Budgets.

You will be expected to make a positive contribution to the further development of innovative Computerised Management reporting.

You will also be given line management responsibility within our 80-strong Accounts Department, initially, for two sections (about 20 staff).

This is a high profile position requiring applicants to possess self-confidence, excellent organisation and technical abilities plus a generous amount of diplomacy.

Candidates should be graduates, under 35, with at least 5 years' relevant experience. An MBA (or equivalent) or a professional Accounting Qualification would be an advantage.

Please send a detailed CV to:

C.W. Bailey, Financial Controller
Chelsea Girl Limited
Chelsea House, Westgate, Ealing,
London W5 1DR

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We are one of the City's oldest yet fastest-growing operations, advising blue-chip clients on a wide range of business issues. Our environment is one where success brings rapid career progression, leading to early management, and a first rate remuneration and benefits package.

If you can see the possibilities, contact Philip Price ACA or Simon Hewitt on 01-488 4114 or write to: Mervyn Hughes International, Management Recruitment Consultants, 63 Mansell Street, London E1 8AN.

CONSULTANT - TEMPORARY DIVISION

c£12,000 Basic + Profit Share + Benefits

Hudson Shribman is a well-established market leader in accountancy recruitment.

An exciting opportunity has arisen for a self-motivated person to join our successful temporary division, **Accountancy Contracts**.

Aged 24-30, and with at least one year's experience in financial recruitment, you will be actively involved in the running of this small, rapidly expanding and highly profitable organisation.

Strong communication skills, enthusiasm and the ability to maintain and develop a client base are essential qualities.

In return for dedicated effort, we offer an unrivalled salary structure, and the scope for unlimited personal achievement. Ring Susan Coelho.

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Vernon House, Sicilian Avenue, London WC1A 2QH Tel 01 831 2323

TENDRING HUNDRED WATERWORKS COMPANY

Management Accountant

Salary c£15,000

(plus benefits)

Applications are invited for the post of Management Accountant based at the Company's Principal Office at Manningtree, Essex.

The successful applicant is expected to be a qualified Accountant aged between 25 and 35, with a high level of professional experience in modern financial techniques and computer accounting systems. Some experience in the water industry, although not essential, will be an advantage.

The post is one of two reporting to the Company Secretary and the duties include the preparation of financial accounts, budgetary control and the development of financial systems on the Company's IBM System 38 Computer.

Assistance with relocation expenses will be given in appropriate cases.

An Application Form and Further Details are available from the Company Secretary, Tendring Hundred Waterworks Company, Mill Hill, Manningtree, Essex CO11 2AZ - Telephone 0206 392155 Ext. 301.

01-481 4481 BANKING & ACCOUNTANCY 01-481 4481

FMCG ACCOUNTS MANAGER

Part-Qualified ACCA/CIMA £16,000

Our client is a dynamic multinational with a reputation for innovative marketing strategies within their sector. This role represents an ideal entry route for a young accountant, close to qualification, and carries excellent prospects of promotion within the company.

Reporting to the Financial Controller, responsibilities will include the preparation of statutory accounts, control of the computerised payroll systems, accounting for the Holding Company and various ad hoc projects related to the Company's international operations.

The successful candidate will be aged between 24 and 29 and have extensive experience of computerised accounting systems. Strong interpersonal skills are essential due to the amount of high-level reporting and liaison which this role entails.

For further information please contact SIMON MALLONI of Robert Walters Associates on 01-930 7850 or write enclosing a CV to the address below:

ROBERT WALTERS ASSOCIATES

RECRUITMENT CONSULTANTS
66-68 Haymarket London SW1Y 4RP Telephone: 01-930 7850

FINANCIAL AND BUSINESS CONSULTANTS

OUR NAME MEANS BUSINESS

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Were you to join us you would join a UK consultancy of 600 professionals, working within a worldwide group of over 4,500 consultants.

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This is consultancy within Peat Marwick McLintock.

If you are a graduate accountant, with excellent post-qualification experience in well managed organisations, and would like to discuss opportunities in consultancy with us, we would be very pleased to meet you.

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THE ROYAL COLLEGE OF GENERAL PRACTITIONERS ACCOUNTS MANAGER

Salary £11,000 - £13,800 pa (inc LW)

The College is a rapidly expanding organisation and we are now seeking to appoint an Accounts Manager to take responsibility for the College's Main Accounts.

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You will be a qualified accountant or a Member of the Chartered Institute of Secretaries (or a finalist), with experience of financial software packages. You are a self starter who is seeking a post in a stimulating and changing environment.

Applicants should send full personal and career details to:

**The Establishment Officer,
The Royal College of General Practitioners,
14 Princes Gate,
London SW7 1PU,**

from whom further particulars are available.

Tel: 01-581 3232 x 256

Please quote Ref 42/DC.

Closing date - 16th November 1987

Accountancy Personnel

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£18K + Benefits Publishing W1

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A vacancy exists in the Financial Accounting Section for a newly qualified Accountant, reporting directly to the Financial Director. It is a varied and challenging role, involving responsibility and use of initiative. Aged 24-29, you will be recently qualified, preferably with an excellent exam record. Determination and a sense of humour is essential and positive commitment is always rewarded by further promotion.

PLEASE CONTACT ISOBEL PAYNE

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You will be given responsibility for both clients and staff, and expected to play a significant role in organising present systems with genuine partnership prospects after 2 years.

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ACCOUNTANCY APPOINTMENTS
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FARRAR STEAD & CO

£10,000 neg

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We are recruiting for a range of clients looking for Graduate Trainees and young CHARTERED ACCOUNTANTS with basic accounting experience. Companies include an independent British Oil Company, a UK Merchant Bank, an International Travel Co and a leading Design Co.

For more details, please contact Elaine Rees on 01-987 5400 or write to her at Financial Selection Services, Drayton House, Gordon Street, London WC1H 0AN.

CHARTERED ACCOUNTANT

required, to be responsible to senior Dover partner in major East Kent firm as manager of a mixed department, with a view to partnership within five years. Preferred age up to 35, with five or more years of post-qualification experience.

Write or telephone for application form to: Francis Watts, Reeves & Nye, Chartered Accountants, 77, Biggles Street, Dover, Kent, CT16 1BB (0304-395461).

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Rewards will be commensurate to production and fringe benefits are available. Please send your curriculum vitae which will be treated in strict confidence to:

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Quadrex Securities Limited

Group Accountant

Is your career on the same curve as our business?

In short, your brief will be to analyse subsidiary company accounts and report on any movements or variances in an accurate and timely manner. In full, you'll be using your business analysis skill to provide support to the management of our international operations, dealing with a number of currencies in an environment that's customer driven and fast paced.

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This appointment, based at the International Headquarters Office, commands an excellent negotiable salary, company performance bonus, private medical scheme and assistance with relocation, where appropriate.

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MSAS Cargo International is one of the world's top ten freight forwarding and distribution companies and is developing industry-wide recognition for excellence as a people and service orientated Company. We employ some 3,000 people, providing Cargo Management Services throughout a worldwide network of over 150 offices in 28 countries.

Quality and customer service are our two guiding principles, supplying the dynamic growth across all trading areas. This expansion, including acquisitions, has created an extensive network of cargo management centres and provides the ideal setting for a talented business accountant to impact the financial management strategy worldwide.

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MSAS Cargo International

Jonathan Wren

AIRCRAFT FINANCE SPECIALISTS

££80,000

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£Very neg

A well respected and long established 'packager' of both routine and complex deals seeks an experienced marketing professional, aged 27 to 35 years, who will currently be working for either a broker or a principal. Asset specialisation is a strategic focus for their expansion, hence applications are welcomed from individuals with a detailed knowledge of a specific market sector.

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A leading international bank seeks an experienced negotiator to identify and structure a variety of medium/large asset financing transactions. The appointee, of graduate calibre, aged around 30 years, will offer a sound UK/international leasing knowledge and the ability to capitalise on the exciting range of financial instruments available.

For the above positions please contact
Jill Backhouse or Peter Haynes.

LONDON BRUSSELS HONG KONG SINGAPORE SYDNEY

Jonathan Wren

Recruitment Consultants
No.1 New Street, (off Bishopsgate), London EC2M 4TP.
Telephone: 01-623 1266. Fax: 01-626 5258.

BANKING & ACCOUNTANCY

Young CA/CCA as No. 2 to Finance Director - Television and Corporate Communications

West End c.£20,000

Our client is one of the leading companies in the UK offering a full range of TV, Video and Film Services to corporate clients and broadcast networks worldwide.

With a record of continued and successful growth, and now part of a fast expanding Communications plc, our client is seeking a young qualified accountant to work alongside the Director of Finance to assist in building a finance function capable of supporting the company in meeting its ambitious business objectives.

Your immediate tasks will be to take full responsibility for all day-to-day accounting, managing a staff of 3, and working with the Director of Finance on the design and introduction of a fully integrated computerised accounting, financial control and job costing system.

As an individual with enthusiasm and ambition you will have the opportunity of involvement in all aspects of financial management of the business, with excellent career prospects linked to business growth.

financial SELECTION SERVICES

For a full and detailed discussion on this exciting new appointment call Shirley Knight on 01-367 5400 (out-of-hours on 01-281 1245) or write to Financial Selection Services, Drayton House, Gordon Street, London WC1H 0AN.

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required for this medium sized hospital with a turnover approaching £3 million per annum. The Hospital which has recently been considerably extended and upgraded, offers a very high standard of medical and surgical care.

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You would be responsible for detailed research and analysis of chosen themes, planning conference programmes and co-ordinating speakers.

A graduate aged between 25-40 is preferred. Some knowledge of financial services is essential. A background in information science, librarianship, investment analysis or financial journalism could be relevant.

Starting salary would be up to £17,000 with scope for improvement.

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HORIZONS

A guide to
career development

Move at a stately pace

In the second article on
working in tourism,
Sally Watts describes
the variety of the stately
home sector and gives
some pointers to training

Dolls' houses today, cathedrals tomorrow and gardens next week - diverse themes which can form part of the professional guide's highly-varied working programme. This is one of the "glamorous" areas of the fast-expanding tourist industry, but it involves a rigorous, six-month training and hard work during the season.

Many guides come to the work after years spent in quite different occupations. Kathrine France, director of studies at the London Tourist Board, estimates that about half are looking for a new career, while the others want to combine guiding with other freelance activities.

They include musicians, archaeologists, former lawyers and teachers, early retired people, a number who feel they do not fit into the nine-to-five regime and, of course, returning mothers, like Helen Tozer.

She had studied for a London University extra-mural diploma in art and architecture while her children were small, and specialises in these subjects as a Blue Badge Guide, having trained nine years ago with the London Tourist Board, where she is now a tutor.

Helen enjoys taking tourists to places like the British Museum, the Tate Gallery and Wallace Collection, and escorting parties on out-of-town London tours, such as to Brighton, Leeds Castle or Stonehenge.

The work, she says, is "enormously satisfying", whether she's showing England to Americans, where so little in their own country is old, or to English people who are seeing "their own things" - the Tower of London, perhaps, which they may not have visited since childhood and they know little about.

A strong personality and a care for people are the pre-requisites for guiding, she suggests. "I'd old lady who's lost her handbag is more important than the date Henry the Eighth died. And you must be ready to talk about the things people want to know, rather than what you want to put over."

Guides earn a fluctuating livelihood. During the winter they have little, if any, work, but in the season - the busiest time is from Easter to late October - they are well paid. The going rate is £60 a day, slightly more if they have a second language.

The six-month, part-time training course starts annually in October. This month's London course (fee £500) was

fully booked by July, so early application is advisable. About three-quarters pass the five exams (three attempts are allowed), covering their own region in depth and other regions more generally.

Guides are self-employed, so they lack the benefits and job security of being on a payroll. On the other hand they have freedom and flexibility. "Which is precisely why I chose guiding," says Peter Arscott, an artist who speaks fluent Spanish.

When we talked he was about to take a party on a six-day walking tour of the Cotswolds, then concentrate on organizing an exhibition of his paintings. During the season he conducts daily tours, "the bread and butter", and is also busy with the incentive market (in which successful staff are rewarded by their firms with a holiday). Usually he spends a week taking them around London and further afield, like Oxford and Windsor.



Peter generally paints from November to late March and in any free time during the busy season. "So it's worked out very well", he observes. "But during the course I didn't paint at all or have any social life. It was very hard work, specially the last two or three months."

Tourism is a major industry in full growth, bringing opportunities in travel, transport, catering and accommodation, recreation and leisure. Local authorities, too, employ tourism staff in their leisure departments, many of whom have a relevant qualification.

There are degree courses in tourism itself, for example at Dorset Institute of Higher Education, Newcastle Polytechnic and New End College, Durham. Ulster University offers a course in hotel and tourism management.

For people aiming at a more advanced level, there are post-graduate degree or diploma courses around the country relating to specialisms from shipping and sport to arts administration or countryside and park management as well as to tourism, marketing or planning and development.

Training schemes of particular interest to older entrants may include those run by Open Tech, the Association of British Travel Agents and the MSC's Job Training Scheme.

An important new training centre, the

Academy of Travel Management, opened in April at Ealing, west London, to provide courses for people wanting to enter the industry, or already working in it, and aiming to develop their career, perhaps to become a travel consultant or the branch manager of a retail company.

The academy is a subsidiary of British Airways, and it has already attracted much attention in the travel field - and beyond, as a number of courses can be related to other areas.

Large lecture rooms are equipped for technology classes, with smaller rooms for teaching behavioural skills: for example, "Winning with People" and "People Management Skills." New courses being introduced include selling and negotiating, recruitment and interviews and running a small business.

Many of the courses are intensely practical, such as Fares and Ticketing, which forms two separate study plans, guiding travel agency staff through the complexities of calculating advice fares, sending pre-paid ticket advice and reissuing tickets if a customer's route is changed after departure. There are also studies for people wanting to specialize, perhaps in automation, marketing or salesmanship.

Some studies can be followed either by correspondence or in class, and regional training programmes are being mounted.

Another route to tourism is to work for an organization like the National Trust, though openings are relatively few and quite often for people with a specialized background. For example, the NT's estates require land agents, who should be qualified by the Royal Institute of Chartered Surveyors, have some practical experience and be between 26 and 36.

They also employ specialist conservation, forestry and horticultural advisory staff, technical and woodlands staff, gardeners and wardens.

Similarly, the historic buildings department occasionally has vacancies, advertised in *The Times*, for people familiar with the history of taste in country houses, and for those with skills to handle and conserve the collections, as well as administrators and custodians. They are generally between 40 and 55; no special knowledge is necessary.

The trust produces a vacancy list twice a month. Anyone can receive a copy by sending a stamped addressed envelope to the Personnel section.

● Academy of Travel Management, International House, Ealing Broadway, Centre, London W5 5DB (01-840 7077).
● The National Trust, 36 Queen Anne's Gate, London SW1H 9AS (01-222 9251).

● The Handbook of Tourism and Leisure, with details of college courses, is produced by Careers Research and Advisory Centre, price £5.90, plus £1.95 postage, from Heinemann Publishing Ltd, Bateman Street, Cambridge CB2 1LZ. Sally Watts

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Please apply with CV to Mrs Vela (629 5878) 1st Floor, Henrietta House, 9 Henrietta Place, London W1M 9AG

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A High standard responsible mature Legal Litigation Secretary required with excellent shorthand and typing skills to work for one of our senior Partners at very friendly firm of WC2 solicitors.

Salary to £15,000 Apply with CV to BOX M53

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A starting salary of circa £10,000 pa is offered together with company benefits including generous staff discount. Please write in strictest confidence to Diana Pryde, H & M Rayne Ltd., Tisbury Road, Kings Cross, N7, or phone her on 01 607 3366 to arrange an early interview.

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BOXING

Hearns tries to dance into history with a fourth title

Las Vegas (Agencies) — Thomas Hearns attempts today to win a record-breaking fourth world title at different weights, spurred on by the prospect of an explosive rematch with Marvin Hagler.

If Hearns beats Juan Roldan, of Argentina, to take the vacant World Boxing Council (WBC) middleweight championship belt he will succeed where former boxing legends, Henry Armstrong, Alexis Arguello and Roberto Duran, failed. All three unsuccessfully stepped up in weight to try to win their fourth crown, but Hearns will be stepping down.

Hagler, who lost his undisputed middleweight title to Sugar Ray Leonard last April, said he was not making any promises. But he would consider "coming back on a one-shot deal. The purpose would be to walk away with all my belts, not just one."

"If these guys, who say they are all true champions, don't disgrace my title, then I'd fight one of them," Hagler, who has beaten both Hearns and Roldan, said.

That would be a dream come true for Roldan, who said: "My real goal is a rematch with Marvin Hagler. That's why I want to fight Hearns." For Hearns, winning his fourth title would make up for losing to Hagler. "It will put me above everybody else out there," he said.

Hagler stopped Hearns in the third round in 1985, in what many say was the most ferocious three rounds in boxing history. He also stopped Roldan, in the tenth round in 1984, but the Argentinian

dropped Hagler to the canvas for the first time in his professional career.

Roldan and Hearns are studies in contrasts in and out of the ring — boxer versus brawler, cowboy taking on city-slicker.

Even Hearns's nickname, "Hit Man", echoes the city, Detroit, which nurtured the fighting skills that have taken him to the World Boxing Association (WBA) welterweight title, the WBC super welterweight title, and the WBC light heavyweight crown.

Hearns, aged 28, a dapper and street-wise classic boxer, is a dancer, and counter-puncher with pinpoint accuracy and the speed to get himself out of trouble. He has won 44 of his 46 contests in nearly 10 years of fighting. Hearns can also deliver a big punch — he has stopped 37 of his opponents inside the distance.

Roldan is a brawling and bruising cattle rancher who is a quiet, almost shy man who does not like cities, preferring to work on his ranch. In nine years, Roldan, aged 30, has slugged to a 45-3-2 record, with one no-decision.

The key for him will be his ability to get past Hearns's nearly nine-inch advantage in reach to pound his opponent's body before going to the head.

The odds on the fight, in the car park of the Las Vegas Hilton, have been steadily dropping in recent days and Hearns is the favourite. But Hagler said the fight was a "good match-up. Hearns comes to fight. Roldan is very awkward, but quick. I think they're pretty equal."

FISHING

Closing the net on the ones that got away

By Conrad Voss Bark

Some 4,500 rainbow trout which had escaped from fish farms into the River Itchen were netted out by Southern Waters staff in August and September. The fishermen had complained that their fishing was being "ruined".

The Upper Itchen is one of the most exclusive chalk streams in Hampshire, and anglers pay as much as £3,000 a season for dry fly fishing for its large brown trout. "We were," one of them said, "bitterly incensed at finding six-inch rainbows taking our flies instead of the brown trout."

One of several fish farmers of the Upper Itchen said about 1,000 or 1,500 rainbows had escaped from the Itchen Abbas farms because water had undermined one of the grilles leading into the river. He had written to the Martyr Worthing fishery to explain and apologise.

The water keeper at Martyr

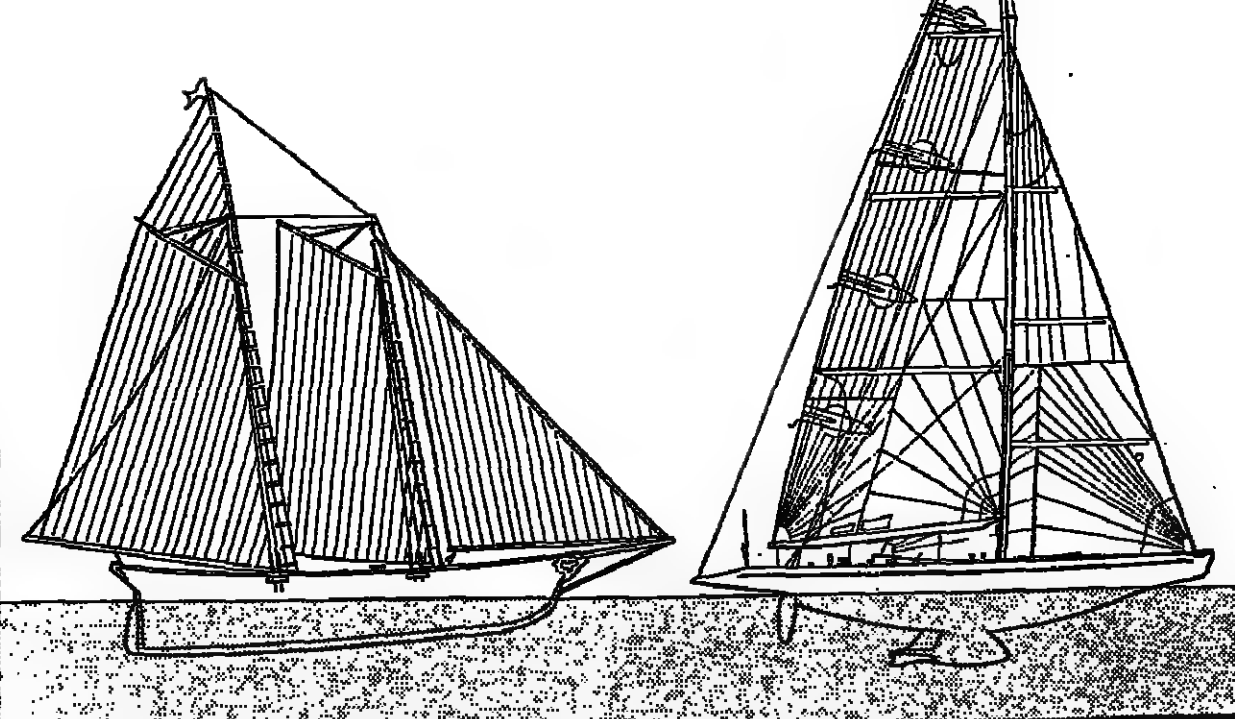
Worthing, Ron Holloway, said there had been more rainbows than that in the river. On one day alone 6,000 had been netted out.

A water authority official said it was possible that some rainbows might have escaped from other farms above Itchen Abbas. This year they had more escapes of rainbows than usual. "The fish farmers have found that the structures they put in have been undermined by which the some cases and now that this has been discovered they are determined to do something about it. We have had good cooperation from them."

Other rivers in other regions have also been affected by escaped rainbows. There was bad case on the Kennet in Berkshire earlier this year when thousands suddenly appeared on the Hungerford water much to the annoyance of the fishermen.

A definitive guide to the heroines of the America's Cup

AMERICA'S CUP YACHTS: THE CHANGING SHAPE



The first America's Cup winner, the 130ft schooner, America, from 1851 and a 1987 65ft Kookaburra, with her winged keel

Not since Lawson's *History of the America's Cup* — now discredited by evidence submitted by the New Zealanders to support their case against the San Diego Yacht Club's present holder, the New York Yacht Club — has there been such a definitive bible as *America's Cup Yacht Design 1851-1986* on this longest of all sporting events and the principal parties, the yachts themselves.

Two years of painstaking research into every potential challenger and defender from the famous schooner, America, which

first won the "100 Guinea Cup" in a race around the Isle of Wight back in 1851, to the Kookaburra who eventually lost the famous trophy to Dennis Connor's Stars and Stripes off Fremantle earlier this year, has resulted in a masterful tome illustrated with 232 detailed plans and historical text written in French and English.

An obvious collectors' item for all America's Cup buffs, this massive book, which weighs an arm-tiring 13 lbs, will be of equal interest to model yacht enthusiasts.

GOLF

Davis banking on a pay rise to avoid a return to tour school

From Patricia Davies

Ian Woosnam, having plundered over £500,000 from the European tour this season, is preparing to chase the yen in Japan next week, leaving his more impoverished colleagues to hunt the escudo in the Portuguese Open at Estoril, near Lisbon, this week.

The tournament, which starts today, is the last of the season and as such is of crucial importance to the would-be Woosnams at present struggling in the lower-reaches of the money list, people like Mark Davis, who do not need a calculator to count their year's earnings to date.

Davis, of Thorndon Park, a former England amateur inter-

national, is nearing the end of his first year as a professional and would like to avoid having once again to go through the nerve-racking process of qualifying at the tour school at La Manga in December.

The top 125 players in the order of merit are guaranteed a place on the tour next year and Davis is lying 132nd at the moment, with earnings of just over £5,800. Give or take a few pence that means he is £1,135 behind Stuart Pearce, the 125th man occupying position 125. Whoever finishes 122nd in Portugal will receive a cheque for £1,140 but this is a typically volatile money market, prone to wild fluctuations. Davis cannot rely on the money in front of him leaving Estoril empty handed or even the rate of exchange remaining the same.

He has proved, however, that a high placing is not beyond him. At the Moroccan Open, he finished in the top 20 and three months later, in the Belgian Open, only his third tour event, he was tied for 21st.

"The problem is," he pointed out, "when you're not in the top 125, you can only play in a limited number of tournaments. After Morocco I only played one tour event in 10 weeks and then when I did have a run of five events in a row I only made one cut, which isn't very good."

"You usually only get into the smaller money events but I was lucky to get into the European Open and I earned £1,400, a shot of 40th place. Mind you, it was only on the Wednesday night that I was told I was playing on Thursday morning."

You often don't know if you're in the field until minutes before tee-off. You just have to take the risk of turning up and hoping."

Davis's best finish of the season was in the Vernons Open at Hoylake where he finished seventh and won £2,000. Unfortunately that money is not counted on the order of merit, otherwise he would be able to relax and enjoy this week. A quiet, modest young man, who has to cope with being a diabetic, Davis admitted, "I'm lucky really. I've got a sponsor to cover my expenses and I feel I'm good enough to make it eventually."

Jeff Hall has been a professional for 11 years and thought he had made it when he won the Jersey Open in 1983. Instead, he finds himself 129th on the money list with £5,046, facing one of the most important weeks of his career. He is, however, taking things calmly and reflected, "I think I have to do it make the cut. I'm competing against four or five people but I'm not going to worry about that because there are so many possibilities."

"I won't go to the tour school if I don't make the top 125 but I won't quit either. It's either in you to play golf or it isn't and it's certainly in me."

Hall believes in his ability to break through again but this week is leaving thoughts of this first prize of £16,600 to the likes of Ryder Cup stars, Sam Torrance — who, however, is nursing what he thinks is a broken toe — José Rivera, Gordon J Brand and José-María Canizares.

The prize fund for the 1988 championship will be a minimum of £275,000 — an increase of £25,000 on this year's event won by Mats Larsson of Sweden.

That, too, closes this week. Strange leads with 72 points, with Azinger second with 64.

© Ian Woosnam, the European No. 1, will qualify for £40,000 home if he goes home to Wales for next season's Epsom grand prix of Europe match play championship. Woosnam, the new world match play champion, will collect the lion's share of the £175,000. Epsom bonus pool, provided he joins the 56-man field for the Epsom event at St Pierre, Cheshire, from May 5 to May 13.

The prize fund for the 1988 championship will be a minimum of £275,000 — an increase of £25,000 on this year's event won by Mats Larsson of Sweden.

His Lordship had to consider object (b) defined in article 1. In the light of that object the reference in article 4 to habitual residence in a contracting state was immediately before any breach of access rights had to be interpreted as meaning habitual residence in a contracting state in which the access rights relied upon then existed, because it was upon those rights the application was intended to be based and the rationale of the enforcement of the rights was that habitual residence in a contracting state in which they existed was a sufficient foundation for that state's jurisdiction without further argument or inquiry.

His Lordship could find nothing in the Act or Convention to justify giving retrospective effect by founding jurisdiction on a breach of access rights that occurred in October 1985. The children were not habitually resident in the United Kingdom in September 1985 because no Order in Council had then been made. The children had been made wards of the English court before the Act came into operation.

The father had not been significantly prejudiced by his failure to invoke the provisions of the Convention successfully. His Lordship had to consider the question of access in which it was clear that the first and paramount consideration was the welfare of the children.

The children were still comparatively young so that there had to be some limitation upon travelling to Canada but there should be staying access in Canada each summer. His Lordship ordered that there should be one week's staying access by the father in England during the Easter holiday 1988 and three weeks' staying access by him in following summer holidays.

It was envisaged that the access would follow a similar pattern in succeeding years.

The difficulty about the provisions of the 1985 Act was that they did not impose directly any specific duties upon the judicial authority of a contracting state and there was no express definition or limitation of the principles on which a court should exercise its discretion.

In contrast, when the application was for the return of a child wrongfully removed or detained, the judicial authority was required to observe or act in the light of the provisions of articles 11 to 19.

In relation to access, the Lord Chancellor had duly made arrangements for the reception of applications and the giving of assistance to applicants who were non-custodial parents who could make application to the Family Division pursuant to the provisions of Order 90, rules 11 to 19 of the Rules of the Supreme Court whether or not the child was already a ward of court or otherwise subject to the court's jurisdiction.

The obligations imposed by articles 7 and 21 were imposed upon the central authorities exclusively and under the provisions of article 7(1) contained the limiting words "in a proper case".

In the absence of any express reference to judicial discretion in those cases in which there had been breach of access rights only, his Lordship was not persuaded that the general rule in section 1 of the Guardianship of Minors Act 1971 had been supplanted or that it was the intention of Parliament so to do.

The court would always respect rights of access which arose under the law of another state in a proper case and would seek to give practical effect to such rights, often in a modified form if it accorded with the minor's welfare.

The 1985 Act did not provide a new criterion for the exercise of a judge's discretion.

Solicitors: Richard White & Michael Sherwin, Croydon; Gepp & Sons, Chelmsford.

Law Society exams

The Law Society examination results will be published in *The Times* tomorrow. Copies of that issue will be on sale at 200 Gray's Inn Road from 9.30pm tonight, Thursday, October 29.

SPORTS LETTERS

Game with a limited appeal

From Mr Humphrey Brooke
Sir, John Woodcock's admirable reports from India hint that something went wrong in the selection of the England team for the series of Test matches, picked as if for five-day Tests, a totally different game.

Yorkshire, for example, sensibly dropped Boycott from limited-over cricket as the risk of him losing such a match was obvious. It seems that our selectors, administrators and players are not yet attuned to the paradoxes of what is still a relatively novel game, only very tenuously related to first-class cricket, but popular because of what Wilfred Rhodes called "swiping about".

Had he been playing today, he would have been careful to use his wiles only on a batsman, scoring above the required run rate and not even appeal against a batsman whose rate was losing the match for his side.

Yours faithfully,
HUMPHREY BROOKE
11 Onslow Square,
London SW7
October 21.

Mutual respect

From Mr M N Butt
Sir, At the Rawalpindi cricket ground during the one-day international match between England and Pakistan, the attitude of the Pakistani acting captain towards the English captain and other players was really shameful. There is no doubt that Mianand is a class player in the world of cricket, but cricket is not everything. If you want respect, you must respect others.

Yours faithfully,
M N BUTT
12 Nova Road,
West Croydon,
October 14.

One service only

From Mr Alfred Pessolano
Sir, At present, two serves are legitimate in tennis. However, only one chance is given to both server and receiver during a rally. The net-cord shot — when the ball hits the top of the net and bounces clearly to the other side — is permissible except on service.

I suggest that only one serve be allowed, and when the ball strikes the top of the net on the serve it be considered a good serve, providing, of course, that it bounces within the service lines. This would speed up the game, with less ball-bouncing between serves, and also erase the contradiction so that a net-cord shot would be considered legitimate in both cases.

The one-serve rule would also give the receiver a second chance, at present the server has the advantage of another stroke over the receiver and a third chance when the ball served hits the top of the net and is called a let. Another observation is that the server is less apt to be physically impaired by the strenuous effort given in two serves and that the net-cord judge would not be needed. I think it is worth a good try.

Yours faithfully,
ALFRED PESSOLANO
19 Haverhill House,
London SW12
October 23.

Happy ending?

From Mr Alan Turner
Sir, No one watching the fight between Bugner and Bruno would argue that the better man won. But very little, if anything, is being made of the fact that the ending was nothing short of a disgrace.

Re-watching the video only helps to confirm that, at the end of the eighth round, the referee succeeded in doing everything wrong. The film shows that when Bugner is hit and slumps onto the third and fourth ropes, he is at Bruno's mercy and unable to defend himself. The referee misses his cue to stop in with a mandatory count. Bugner then receives a battering of blows (which could easily have had Bruno disqualified), and pitifully tries to dislodge from his sitting position.

Bruno, fed up with the fact that he cannot punch his opponent down, gives him an all-out effort, putting inside of Bugner's head bent halfway out of the ring — again slumped over the bottom ropes. This time the referee wrongly decides to give Bugner a count. Then comes Bruno's frenzied final attack which is interrupted by the bell, the end of the round (forget about the towel, it is no longer valid and the referee failed to see it anyway). Bruno minutely continues pushing after the bell rings — the referee decides to stop the fight.

Is this a new rule in boxing that we, the glibble public, always ready to tip up this kind of over-hyped event, haven't heard about?

Technically, Bugner should be entitled to a re-match, but thankfully he has decided to retire. So is all this academic? I think not. On the one hand a shambles like this merely cheapens Bruno's deserved victory; and on the other it cannot possibly help to entice Mike Tyson here next summer, though, on second thoughts, this may not be a bad thing. On Saturday the good guy beat the bad guy, giving nearly everyone the result they wanted. The soap opera ends in a happy ending, might as well be that.

Yours sincerely,
ALAN TURNER
23 Fitzwilliam House,
Little Green,
Richmond, Surrey
October 26

Generous in defeat

From Mr Godfrey Meynell
Sir, Was I alone in being touched by Joe Bugner's last stand? This strong fellow, who had withstood the world's best, was no push-over at the age of 37. He faced a hostile crowd and an opponent at peak fitness. With no real country behind him, just a muddle of poorly assimilated attitudes from the sleazy world of professional sport, he had only his physique

and his self-respect to draw on. Forced, before the fight, to demean himself in order to sell tickets, he spoke afterwards with generosity and dignity. I wish him, in his second adopted country, health and prosperity, together with a warm and shall we say, integration denied him here.

Yours
GODFREY MEYNELL,
Meynell Langley,
Derby.
October 25.

used to allow the report of the guardian *ad litem* to be seen at an earlier stage in the proceedings.

The justices were wrong when they took the view that the guardian *ad litem* should not have shown the report to the solicitor she was instructing on behalf of the child.

By rule 14A of the 1970 Rules, as substituted by paragraph (6)(d) of the 1984 Rules, "The guardian *ad litem*... shall consider how the case should be presented on behalf of the infant, acting in conjunction with the solicitor... and shall... instruct the solicitor."

It was difficult to see how the solicitor could be properly instructed without the report. The applications for orders of *certiorari* succeeded.

Solicitors: Bells Potter & Kempson, Kingston upon Thames; David Moss & Co, Epsom; Mr F. A. Stone, Kingston upon Thames.

Abandoning appeal after opening

Regina v Spicer
Before Lord Justice Croom-Johnson, Mr Justice Staughton and Mr Justice Ognall
[Judgment October 26]

Copies of the report of the guardian *ad litem* should be made available to the parties before the hearing of care proceedings by the juvenile court.

Mr Justice Ewbank so stated when, sitting as an additional judge in the Queen's Bench Division, he granted orders of *certiorari* following judicial review of consolidated applications by the mother and the guardian *ad litem* to quash the refusal of Epsom Justices to allow the guardian's report to be seen by the parties before the case for the care order had been proved.

Mr Stephen John for the mother; Miss Susan Shackelford for the guardian *ad litem*; Miss Usha Teji for the local authority.

conviction but the Registrar of Criminal Appeals, sensing equivocation, had listed an application for leave to appeal against sentence.

The Court of Appeal so stated when allowing the abandonment of an appeal against a sentence of three months' imprisonment, suspended for one year, imposed on John Spicer on his conviction on November 20, 1986 at Croydon Crown Court (Judge K. M. McHale and a jury) of one offence of handling stolen goods. The court had earlier dismissed an appeal against conviction.

Mr Graham Lyons, assigned by the Registrar for Criminal Appeals, for the appellant; Mr Stephen Zollner for the Crown.

MR JUSTICE STAUGHTON said that originally the applicant had wanted to argue that a fine should have been

imposed instead of a suspended sentence of imprisonment. On his behalf his counsel said that in view of the time that had elapsed since the hearing before the single judge the applicant now did not want to proceed with the application because the sentence was now spent.

Solicitors: Crown Prosecution Service, Croydon.

Correction

The last paragraph of the report in *McGrath v Shah* (*The Times* October 22) stated that the vendors were entitled to the deposit on the purchaser's failure to complete. It should instead have stated that an order was granted vacating the purchaser's caution until trial or further order. The final decision of the vendor's entitlement to the deposit was not a question before the court.

Family Division

Act incorporating convention not retrospective

In re B (Minors)
Before Mr Justice Waterhouse
[Judgment October 23]

A Canadian father's application seeking an order restraining the effective exercise of his rights of access made in the Supreme Court of Ontario in 1985 and January 1986 to his three children now resident in England with their mother was dismissed by Mr Justice Waterhouse in the Family Division, as, in the circumstances, his Lordship considered the court had no jurisdiction. The court was prepared to give the father access under the wardship jurisdiction.

Article 4 of the Convention on the Civil Aspects of International Child Abduction, signed in The Hague on October 15, 1980 and incorporated in Schedule 1 to the Child Abduction and Custody Act 1985, provides: "The Convention shall apply to any child who was habitually resident in a contracting state immediately before any breach of custody or access rights..."

Article 21 provides: "An application to make arrangements for organizing or securing the effective exercise of rights of access may be presented to the central authorities of the contracting states in the same way as an application for the return of a child."

"The central authorities are bound by the obligations of cooperation which are set forth in article 7 to promote the peaceful enjoyment of access rights and the fulfilment of any

conditions to which the exercise of those rights may be subject."

"The central authorities shall take steps to remove, as far as possible, all obstacles to the exercise of such rights. The central authorities, either directly or through intermediaries, may initiate or assist in the institution of proceedings with a view to organizing or protecting these rights and securing respect for the conditions to which the exercise of these rights may be subject."

Section 2 of the 1985 Act provides: "(2) An Order in Council... shall specify the date of the coming into force of the Convention as between the United Kingdom and any State specified in the Order; and, except where the Order otherwise provides, the Convention shall apply as between the United Kingdom and that State only to wrongful removals or retentions occurring on or after that date."

Mr Allan Levy for the father; Mr Roger Gray, QC and Miss Caroline Harry Thomas for the mother.

MR JUSTICE WATERHOUSE said that the parents were married in Toronto in 1977. The marriage lasted just over seven years during which three children were born.

The marriage was dissolved on the mother's petition in 1985 and care, custody and control of the children granted to her with reasonable access to the father.

In October 1985, the mother came to England with the children. She was English and brought up in the United Kingdom. Before leaving Canada the mother received legal advice that there was no bar preventing the departure.

On January 22, 1986, on the father's application, the court in Ontario varied the access order and granted six weeks access annually to the father. The mother had made the children wards of court by taking out an originating summons on December 3, 1985.

The present application by the father was preceded by a request from the Ministry of the Attorney General of Ontario to the Lord Chancellor of the United Kingdom for the return of the children to Canada for the purpose of enabling the father to enforce his rights of access there.

By section 3(1)(a) of the 1985 Act the functions of a central authority under the Convention were to be discharged in England and Wales by the Lord Chancellor. Rights of access dealt with separately in article 21 of Chapter IV of Schedule 1 to the 1985 Act.

It was common ground that the 1985 Act was not brought into force in respect of Ontario until August 1, 1986.

Helpful guidance on the interpretation of an international convention when enacted in an English statute was given by Lord Wilberforce in *James v Chanman & Co Ltd v Bako Forwarding & Shipping (UK) Ltd* [1978] AC 141.

Adopting a similar approach it was permissible to look at the objects of the Hague Convention as an aid to the interpretation of section 2(2) of the 1985 Act. They were set out in article 1 which was not included in Schedule 1 to the Act.

Article 1 provided: "The objects of the present Convention are — (a) to secure the prompt removal of children wrongfully removed to or retained in any contracting state; and (b) to ensure that rights of custody and of access under the law of one contracting state are effectively respected in the other contracting states."

Law Report October 29 1987

Queen's Bench Division

Guardian's report should be available to parties

Regina v Epsom Juvenile Court, Ex parte G
Before Mr Justice Ewbank
[Judgment October 26]

Copies of the report of the guardian *ad litem* should be made available to the parties before the hearing of care proceedings by the juvenile court.

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صوت الامم

Frosts strike with first Ascot double

first Ascot double

By Michael Seely

The Frost family from Buckfastleigh, Devon, stole the show during an action-packed afternoon at Ascot yesterday.

Richard Frost, the trainer, and his jockey-son, Jimmy, landed their first double on the course by winning the Binfield Novices' Hurdle with Combermere and the EBF Novices' Hurdle with The Bakewell Boy.

After Combermere had drawn away from his rivals at the last to win the six-furlong race, Joseph, now the season's leading owner with 10 victories to his credit, said: "I hope he is good

first time out. Long Engagement is a good jumper and not a bad sort."

The victory of Yank Brown, Dunwoody's second winner, completed a remarkable day for the 10-year-old. After the first race, he had been the favourite but on favourite had romped home by 15 lengths. Tim, the trainer's son, said: "My father's at Newmarket where we have had a trouble with Strands Of Gold. Tim, Boo and Joint Sovereign. The only other four-timer we have ever had was on Boxing Day two years ago."

Strands Of Gold, possibly

enough to run in the Daily Express Triumph Hurdle." The victory of the Bakewell Boy, second in the same race last year, was also accompanied by his third-placed stable-companion Bucko, will go for the Hennessy Gold Cup at Newbury next month.

boy, took in his lane last year. The horse of Combermere had been easy and it was only in the final strides that Frost forced his mount past Caomhine to win by a neck.

Richard Dunwoody also landed a double by winning the Crocfields Trophy on Long Engagement and the Steel Plate on Yank Brown, the latter a "Breeders' Qualifier" on Yank Brown.

David Nicholson, delighted to be making headway after a

month, Tickie Bob is a probable for the Mackeson Gold Cup at Cheltenham while Joint Sovereignty is himself Ascot-bound for the T. Walker Chase the next month.

The Queen Mother was present to watch Kevin Mooney ride Sun Rising to a narrow win over a field of 12 in the 12th Stakes, another exciting finish to the Bagshot Handicap Chase.

This was the first lady of steeplechasing's 369th success

slow start to the season, said: "All my horses have been a race short of being fit enough to win since Monaveen gave her her first victory at Fontwell 38 years ago."

Clore puts empire on market

Alan Clore, the owner of the brilliant Tripletych, is to liquidate his bloodstock interests.

Clore has advised racing's leading owners and breeders that he is open to offers for his bloodstock assets, which include not only Tripletych but several other high-class performers, including the three-year-old filly River Memories.

In addition to his racing stock, which is sure to attract

keen interest, Clore owns a stud in Normandy and has recently bought the stallion Nishapoum from the Aga Khan. He is thought to prefer selling his property as one lot.

Tripletych, the outstanding attraction, has enjoyed a magnificent season, most recently winning the Champion Stakes at Newmarket. She is presently being prepared for the Japan Cup.

2.45 NEWARK STORAGE NOVICES CHASE

(£1,838; 3m 110yds) (15)

1	4121	PERMITTECH MITCHEN R (B) C 6-11-15	D Dewsall (7)
2	357	GREY GEMINIA (B) 6-11-15	W Buckley (4)
10	4320	LEAD TRAVELLER L (B) 6-11-15	M Greville 7-10-11
12	345	MET OFFICER 187 (B) S 6-11-15	P Brown
13	494	MOLLINGTON 13 (B) C 6-11-15	C Goss
15	404	PERHODON 644 (B) Verdon 7-10-11	R Baggan
		POWERFUL PEARL (B) 7-10-11	Mrs W Hughes

and Castle. 1.45
st. 2.45 Powerful
Outlaw.

17 F/04 RASTASEMEFAICH 13 5 Burt 9-10-11..... Mr L Kinby
18 D11- RINUS 176 (F.5) G Richards 6-10-11..... P Tuck
21 33P8 STAR FORMULA 6 (B) Miss A King 6-10-11..... A Webb

[illegible]

3.45 EAST BRIDGFORD HANDICAP CHASE
(£1,800; 2m 74yd) (17)
1 P22- EAST FLIGHT 157 (F/3) P Davis 12-12-2

A Webb P McKee Wainwright 6-10-2 R Fahley (7)	2 PPP- TARTAN TRADER 152 (F,G) or Richards 10-12-2 P Tuck	Penny Pines 10-12-2 P Tuck
aining 7-10-0, A Stamps 1-1-0, University, 7-1	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)
OLE (Div II) 3-Y-0-0	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)
ing 10-7 Holder 10-7 P P Hines R Bessie Dale McCowan 10-7 D Dewel nenners 20-0 Bette Stang.	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)
4-1 TRAILING ROSE 13-2 (F,G,H) or Richards 10-12-2 R Bessie Dale McCowan 10-7 D Dewel nenners 20-0 Bette Stang.	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)
4-1 TRAILING ROSE 13-2 (F,G,H) or Richards 10-12-2 R Bessie Dale McCowan 10-7 D Dewel nenners 20-0 Bette Stang.	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)
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4-1 TRAILING ROSE 13-2 (F,G,H) or Richards 10-12-2 R Bessie Dale McCowan 10-7 D Dewel nenners 20-0 Bette Stang.	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)	4-4-4 BOSTER 5 (F,G,H) R Amysage 6-11-13 A Amysage (4)

JOCKEYS: M Dwyer, 15 winners from 73 rides, 20.5%; G McCourt, 12 from 76, 15.8%; N Doughty, 10 from 70, 14.3%; M Brennan, 25 from 191, 13.1%; P Tuck, 14 from 124, 11.3%. Only Qualifiers.

Edinburgh

Going: good

1.45 (m 1), **PIMPANCE** (S Clouston, 9-4) Over Newcastle Correspondent's nap; 2.15 (m 1), **THE FLYING SCOTSMAN** (S Clouston, 9-4) Affairs de Course (A Clark, 4-1), **ALSO** **RAFFA** (S Clouston, 9-4), **33** **THROBONES** (S Clouston, 9-4), **30** **EMERALD** (S Clouston, 9-4), **10** **BOMBARDIER** (Gambles Bay, 9-4), **9** **rain**, **8** **rain**, **7** **rain**, **6** **rain**, **5** **rain**, **4** **rain**, **3** **rain**, **2** **rain**, **1** **rain**, **0** **rain**, **1** **rain**, **2** **rain**, **3** **rain**, **4** **rain**, **5** **rain**, **6** **rain**, **7** **rain**, **8** **rain**, **9** **rain**, **10** **rain**, **11** **rain**, **12** **rain**, **13** **rain**, **14** **rain**, **15** **rain**, **16** **rain**, **17** **rain**, **18** **rain**, **19** **rain**, **20** **rain**, **21** **rain**, **22** **rain**, **23** **rain**, **24** **rain**, **25** **rain**, **26** **rain**, **27** **rain**, **28** **rain**, **29** **rain**, **30** **rain**, **31** **rain**, **32** **rain**, **33** **rain**, **34** **rain**, **35** **rain**, **36** **rain**, **37** **rain**, **38** **rain**, **39** **rain**, **40** **rain**, **41** **rain**, **42** **rain**, **43** **rain**, **44** **rain**, **45** **rain**, **46** **rain**, **47** **rain**, **48** **rain**, **49** **rain**, **50** **rain**, **51** **rain**, **52** **rain**, **53** **rain**, **54** **rain**, **55** **rain**, **56** **rain**, **57** **rain**, **58** **rain**, **59** **rain**, **60** **rain**, **61** **rain**, **62** **rain**, **63** **rain**, **64** **rain**, **65** **rain**, **66** **rain**, **67** **rain**, **68** **rain**, **69** **rain**, **70** **rain**, **71** **rain**, **72** **rain**, **73** **rain**, **74** **rain**, **75** **rain**, **76** **rain**, **77** **rain**, **78** **rain**, **79** **rain**, **80** **rain**, **81** **rain**, **82** **rain**, **83** **rain**, **84** **rain**, **85** **rain**, **86** **rain**, **87** **rain**, **88** **rain**, **89** **rain**, **90** **rain**, **91** **rain**, **92** **rain**, **93** **rain**, **94** **rain**, **95** **rain**, **96** **rain**, **97** **rain**, **98** **rain**, **99** **rain**, **100** **rain**, **101** **rain**, **102** **rain**, **103** **rain**, **104** **rain**, **105** **rain**, **106** **rain**, **107** **rain**, **108** **rain**, **109** **rain**, **110** **rain**, **111** **rain**, **112** **rain**, **113** **rain**, **114** **rain**, **115** **rain**, **116** **rain**, **117** **rain**, **118** **rain**, **119** **rain**, **120** **rain**, **121** **rain**, **122** **rain**, **123** **rain**, **124** **rain**, **125** **rain**, **126** **rain**, **127** **rain**, **128** **rain**, **129** **rain**, **130** **rain**, **131** **rain**, **132** **rain**, **133** **rain**, **134** **rain**, **135** **rain**, **136** **rain**, **137** **rain**, **138** **rain**, **139** **rain**, **140** **rain**, **141** **rain**, **142** **rain**, **143** **rain**, **144** **rain**, **145** **rain**, **146** **rain**, **147** **rain**, **148** **rain**, **149** **rain**, **150** **rain**, **151** **rain**, **152** **rain**, **153** **rain**, **154** **rain**, **155** **rain**, **156** **rain**, **157** **rain**, **158** **rain**, **159** **rain**, **160** **rain**, **161** **rain**, **162** **rain**, **163** **rain**, **164** **rain**, **165** **rain**, **166** **rain**, **167** **rain**, **168** **rain**, **169** **rain**, **170** **rain**, **171** **rain**, **172** **rain**, **173** **rain**, **174** **rain**, **175** **rain**, **176** **rain**, **177** **rain**, **178** **rain**, **179** **rain**, **180** **rain**, **181** **rain**, **182** **rain**, **183** **rain**, **184** **rain**, **185** **rain**, **186** **rain**, **187** **rain**, **188** **rain**, **189** **rain**, **190** **rain**, **191** **rain**, **192** **rain**, **193** **rain**, **194** **rain**, **195** **rain**, **196** **rain**, **197** **rain**, **198** **rain**, **199** **rain**, **200** **rain**, **201** **rain**, **202** **rain**, **203** **rain**, **204** **rain**, **205** **rain**, **206** **rain**, **207** **rain**, **208** **rain**, **209** **rain**, **210** **rain**, **211** **rain**, **212** **rain**, **213** **rain**, **214** **rain**, **215** **rain**, **216** **rain**, **217** **rain**, **218** **rain**, **219** **rain**, **220** **rain**, **221** **rain**, **222** **rain**, **223** **rain**, **224** **rain**, **225** **rain**, **226** **rain**, **227** **rain**, **228** **rain**, **229** **rain**, **230** **rain**, **231** **rain**, **232** **rain**, **233** **rain**, **234** **rain**, **235** **rain**, **236** **rain**, **237** **rain**, **238** **rain**, **239** **rain**, **240** **rain**, **241**

3.20 (2m 50yd hole) 1, Pat's Jester (F Niven, 15-1); 2, Ballydarrow (4-6 fav); 3, High Debate (8-1), 9 ran, sh hd, 22 R. Also Trve: 514 90-51.80 sh hd, 22 R.

[illegible]

Blinkered first time
FOLKESTONE: 1.45 Viceroy Jester, Cas-

CSP: 237.01, Tricast: 2240.84.
Placepot: €22.95.

USP: 123.01, 111cast: 1248.84.
Placepot: #22.95.

2

Tottenham flying high on signing of Venables

By Clive White

It was a time of much back-slapping at White Hart Lane yesterday, when Irving Scholar, the Tottenham Hotspur chairman, returned from his secretive Florida mission firmly believing that not only had he got his man but that by doing so he had ensured that Juventus had not.

The adrenalin kept the jet-lag at bay as Scholar, who had spent 21 of the 44 previous hours flying, excitedly revealed how he had reversed an all-too-familiar trend for what he thought was the good of the English game: the recovery of England's most successful football export.

Scholar is a keen student and admirer of European football, but he was particularly delighted to deprive them of the services of Terry Venables. "The public are fed up with reading about our players and managers going abroad," Scholar said. "It is a boost for the country to hear about someone of Venables's quality who is keen to return. If he had stayed on the Continent he could have earned a king's ransom. Who turns down Juventus?"

Scholar believed that Juventus would have been prepared to pay Venables four times the £100,000 a year which Tottenham will reward, over the next three years, their one-time midfield player. "I think it shows that the motivating factor was the challenge rather than the cash," he said.

The Tottenham chairman added that Venables needed minimum persuasion to succeed David Pleat as manager. "I think we agreed the thing in



Scholar: secret triumph 20 minutes. His main concern was relating to football and everything to do with that side of it.

Because of his various commitments, the former Barcelona manager will be unable to take up his position until December. His association with Tottenham in the interim will bring a new meaning to the term "long game".

He will gauge the fortunes of the team and mould it from afar, whether it be in Florida, where he is still on holiday, or Spain, where he has lived for the past three-and-a-half years. Scholar explained: "If he says, 'Look, I see that such-and-such a player is available, I think we ought to buy him', then obviously we just go ahead and do it. It would be entirely on his instructions."

One player who immediately springs to mind as falling into that category is Terry Fenwick, the Queen's Park Rangers captain now, as he was under Venables at Loftus Road. Coincidentally, Fenwick is still contemplating whether to sign the best

contract ever put before a Rangers player or listen to what Tottenham, among others, have to offer.

Scholar, though, does not believe that Venables will sign anyone until he has had the chance to examine first-hand the strengths and weaknesses of the Tottenham playing staff.

A situation has arisen in Tottenham's calendar which presents a unique opportunity for Venables, coming in as he will with almost half the season gone. After Tottenham play at home to Liverpool on November 28 (which some cynics might say is a nice one for a new manager to miss), they are without a game for two weeks before they play at home to Charlton on Sunday, December 13 (which some cynics might say is a nice one for a new manager not to miss).

The club was intending to go abroad and play a couple of games during that period, but Venables has requested that such a tour be cancelled. Instead, he will have what amounts to a mini pre-season get-together with the players. "He was very enthusiastic about the idea. He can't wait to start," Scholar said.

In the meantime, Scholar is considering promoting Doug Livermore, the youth team coach and assistant to Mike England, the Wales manager, alongside Trevor Hartley, the first team coach, who has taken charge of team selection since Pleat's sudden departure last weekend, which Scholar described as "a complete blur and a very hard and harrowing time for everyone".

Scholar feels that Hartley might be in need of some moral support. "We will see which way we can help him in the next few weeks, and it may well be that I suggest to him that Doug Livermore moves alongside him to keep things going."

The future of Hartley, who joined Pleat at White Hart Lane after a two-year association at Luton, has become very hazy with the confirmation of Venables's appointment. "Terry will decide what he's going to do with regard to personnel long term," Scholar said.

Though Hartley had reason to consider himself an outsider for the job, Scholar confirmed that it was always a one-horse race. Venables has been the man uppermost in his mind even before the appointment of Peter Shreeve, two managers ago.

"We believe Terry Venables is one of the top managers in the world, let alone England. To be the longest-serving manager at Barcelona since the war, with all the pressure that entails, is a unique achievement. It is a testimony to his credentials that clubs such as Juventus and Real Madrid have shown an interest in him."

"He is the type of person who is insatiable for knowledge and a challenge. He had a marvellous experience at Barcelona which will live with him for the rest of his life. To outlast people like Menotti and Lattek says it all for me. I'm looking forward to Terry correcting the balance in north London and further afield."

Venables can further England ambitions

By Stuart Jones, Football Correspondent

Tottenham Hotspur's hopes of claiming the English crown this season for the first time for 26 years are so wildly optimistic as to be utterly unrealistic. To catch Liverpool, who are eight points ahead in the championship and three games behind in their programme, would require an act of divine intervention.

The coming of Terry Venables may fall short of Tottenham's immediate needs but the club's supporters should prepare to hail his arrival as manager at the beginning of December.

Venables is nothing if not an astute tactician but even he could not have planned the timing of his entrance with greater care or with more deliberate precision. As he walks through the doors of White Hart Lane, Tottenham will have endured a month full of increasingly awkward fixtures.

Consider the schedule that lies ahead for Trevor Hartley. After resisting the physical challenges of Wimbledon at home and Portsmouth away,

the side of which he is temporarily in charge must stand up to Queen's Park Rangers at home and then avoid falling down on Luton's slippery carpet.

To close Hartley's brief career as caretaker, Tottenham will take on the Herculean task of entertaining Liverpool. It is then, coincidentally in the middle of an idle fortnight, that Venables will officially step in and lead them through a series of matches they will be heavily favoured to win.

For a start, he could not have asked for a less difficult opening, against the club that is presently at the bottom, Charlton Athletic. Nor could the run-in to the New Year (Derby County and Southampton away, West Ham United and Watford at home) be significantly easier.

With the first few bricks firmly in place, Venables should have built the necessary foundation for the FA Cup, a competition in which no club has a stronger tradition. Losing finalists last season, they won it most recently in

1981 and, by beating his own Queen's Park Rangers side, in 1982.

No one has gained wider recognition as a player (he was capped, uniquely, at five levels) and few of his age (44) have collected more experience as a manager. He led Crystal Palace to the title of 'the team of the Eighties' and lifted Rangers out of the second division.

He guided Barcelona instantly to the Spanish championship and then on to the final of the European Cup. Although he is prepared to unleash individuals with skill and flair, the principal strength of his success has always been the efficient organization of his defence.

London's threat to the prolonged dominance of Merseyside has potentially increased. Venables has now realised one aim, to take charge of one of England's big five clubs. If he can break a sequence that has lasted for five years, he will inevitably, further his ultimate ambition, to be appointed as the manager of his country.

Russians through to finals

The Soviet Union became the first country to join the hosts, West Germany, in next year's European Championship finals when they beat Iceland 2-0 in Simferopol yesterday. Belanov, in the fifteenth minute, and Prousov, in the fiftieth, scored the goals that gave their side an unassailable lead at the top of group three.

East Germany, who needed the Soviet team to lose to stay in with a chance themselves, beat Norway 3-1 in Magdeburg, thus ensuring that they would finish second. Kirsten scored twice for the East Germans and Thom once.

Group one remains wide open after Klein gave Romania a 1-0 over Albania in Vloria. Romania and Spain are level on eight points at the top of the group and each have one game left, the Spaniards at home to Albania, the Romanians away to Austria. Not for the first time, the Spaniards may need to run up a huge win in their last game to qualify for a championship final - they have a goal difference of plus three to the Romanians' plus 10.

Bruno takes over as top contender

Frank Bruno was named yesterday as the official No. 1 contender for Mike Tyson's world heavyweight title which is meeting in London. Bruno jumped from No. 6 in the September ratings to the top, a slightly controversial decision which means that next time Tyson is called upon to make a mandatory defence of the WBC version of the championship, Bruno will be the opponent, provided he has not been relegated in the meantime.

The next call upon Tyson by the WBC, however, is not likely to be until next January since his last official defence against Tony Tucker was in August. He can, however, defend voluntarily against Bruno as soon as he likes. Bruno's defeat of Joe Bugner on Saturday night undoubtedly helped his promotion.

Bruno now stands above the American Michael Spinks, who is generally considered to be the most dangerous challenger to Tyson. Mickey Duff, the promoter, welcomed the

news, saying Bruno "thoroughly deserves" the rating. "I would like to see Frank fight a couple of them then go for the title. We are looking at May, June or July and if I have my way it will be in England."

Bruno's only world title challenge to date ended in disaster when he failed to capture Tim Witherspoon's WBA crown at Wembley Stadium in July last year.

Croydon's Duke McKenzie who holds the European flyweight title was rated by the WBC as the top contender. OTHER BRITISH RANKINGS: Queensberry (Super Heavyweight), Glynn McCrory (Heavyweight), Dennis Andrews (Light Heavyweight), Graham Joss (Super Welterweight), Paul (14), Wetherby (Kriszand Long (12), Super Welterweight, Jim McDonald (14), Frequent View (Lightweight).

Sanction for Holmes

Larry Holmes, the retired former world heavyweight champion, has been given the go-ahead for his January title bout with Mike Tyson by the World Boxing Council. Holmes, aged 38, will come out of retirement for this one contest with an \$8 million (£4.74 million) purse.

Holmes, the best heavyweight champion between Muhammad Ali, whom he beat in 1979, and Tyson, last fought in April 1986, when he lost a controversial decision to Michael Spinks. By the time he meets Tyson, he will have

been out of the ring for 16 months.

He is allowed back on condition that he passes stringent medical tests, and is given permission, according to the WBC's policy of consideration for retired champions.

Australia bound Belle Vue, Sheffield and Bradford each have two riders in the "Young Brits" speedway team that will tour Australia under the management of Eric Boocock this winter.



Path to riches: Mecir takes a step towards the £130,000 first prize in Antwerp

Dropping gems in land of the diamond racket

From Rex Bellamy, Tennis Correspondent, Antwerp

Miloslav Mecir was gently bamboozling Jean-Philippe Fleurian in the European Community Championship (ECC) yesterday when a line judge had to be replaced because his glasses were broken. The ball flew off the frame of Fleurian's racket so far that the adjacent official had no time for evasive action. At moments Fleurian, too, must have wondered if his eyes were deceiving him.

"At first I didn't understand what was happening," Fleurian said, "because I didn't know where Mecir was going to play the ball. Later I understood a little better. But the only way to beat him is to hit very hard and on the lines - all the time."

Then the engaging but confused Fleurian finished his Press conference, an unusual experience for him, by singing a few lines from the Marseillaise, which was an unusual experience for the Press. Fleurian, a Parisian, is not yet ready for Mecir, whose anticipation, speed and subtle racket control can create winning openings out of seemingly lost causes.

The devious Mecir has the

makings of a politician. He utters such truisms as "it's always better to win than lose" but the better your results, the more you play, and the more tired you get." Mecir comes out with gems like that as if, with much hard labour, he had just dug them up and out and polished them.

Fleurian, a very "lucky loser," won one match and about £9,000. The total prize-money is £575,750. The winner will receive a cheque for about £130,000 and will advance a claim to a racket made of 13lb of pure gold encrusted with 1,617 diamonds.

That goes to anybody who wins the championship three times in five years. The present trophy is the second, because Ivan Lendl won the original. Lendl and John McEnroe are the only players who have won this event, which is in its sixth year. Both will play today. So will Pat Cash and Mats Wilander.

McEnroe has been suspended from the Grand Prix until November 27. The irony, which has certainly not escaped McEnroe's notice, is that suspension gives him

freedom to earn a lot of money by playing in events outside the Grand Prix. The ECC is one of them. At the risk of emulating Mecir's gift for truisms, tennis needs an independent governing body.

In addition to the immense prize fund and the gold and diamond racket, the ECC is a stimulating departure from the norm in that eight players are granted byes to the last 16, there are no ranking points at stake, the police give the players high-speed motor cycle escorts between the hotel and the stadium (the latter flanked by a lavishly appointed temporary village), the crowds are the biggest in the world for a week-long tournament, and the organization is so good that problems are solved before one can think of them.

As I write, the Crest Hotel's Father Christmas and supporting cast are invading the Press room with a cargo of champagne, sandwiches and caviar. As work goes, this week's stint looks promising.

RESULTS: First round: H. Laverne (Fr) vs J. McEnroe (US), 4-6, 6-3, 6-2, 4-6; Fleurian (Fr) vs T. Wilander (US), 6-4, 6-4, 6-4. Second round: Mecir (Cz) vs Fleurian, 6-1, 6-4, 6-4; Gilbert (US) vs A. Jarryd (Aus), 6-2, 6-4.

Brief retirement set to end

By George Ace

Ian Brown of Malone, the regular Ulster outside-half until he announced his retirement from representative rugby at the end of last season, could be a surprise choice for Ulster against Connacht in Galway on November 14.

Brown, it is understood, has expressed a willingness to play, "if the selectors really feel they want me."

To many this may appear a backward step. But Brown has been in sparkling form for Malone this season and he is a vastly more experienced player than Peter Russell, a solid performer, who played against Yorkshire and Munster. Brown is certain to come

under the closest scrutiny when Malone meet Ballymena at Eaton park in a vital league game on Saturday.

For this match Ballymena will be without wing forward Ian Hughes, who has a dislocated shoulder. His place goes to Kenny Andrew. Malone welcome back Stephen Cowan, after injury, while the game will see the first clash this season between hookers John McDonald (Malone) and Steve Smith, both strong contenders for a place in the Ireland team. Smith, although over 15 stone, is extremely mobile and his surges in the loose have won him a host of

admirers. He surely has a point to prove after his omission from the Irish forwards' training stint in Dublin on Sunday.

● Brian Deane, the Coleraine Academical Institution's lock forward, is a doubtful starter for the Ulster Schools team that meets the Yorkshire Schools at Ballymena tomorrow.

ULSTER SCHOOLS: J. Shields (Ballymena), G. Kirk (Belfast Royal Academy), A. Hewitt (Swansea Upper), J. Stewart (Point Belfast Academical Institution), K. Kerr (Belfast Royal Academy), M. Malone (Meridian College, Belfast), M. Deane (Coleraine A.I.), J. McIlwain (Bangor GS), M. Patton (Campbell College, Carrington), J. Stewart (Coleraine School), G. Cowan (Bangor GS), J. Craig (Rogart House), E. Deane (Coleraine A.I.), J. Boyd (Ormeau Academy), M. McElgheen (Rogart House).

Lawrence contract

Charlton's manager, Lennie Lawrence, whose club is three points adrift at the bottom of the first division, is to sign a new three-year contract. Richard Collins, the Charlton chairman, announced on Tuesday night that Lawrence, who had just seen his team eliminated from the Littlewoods Cup when they lost at home to second division Bradford City, has agreed to the deal.



LeMond: out to win

Sponsor boost

Richmond's promotion hopes were given a boost yesterday as the Courage League second division team clinched a £80,000 sponsorship deal with City and Urban Securities Ltd.

LeMond back

Florida, (Reuter) - Greg LeMond, who is to compete in the Tour of the Americas cycling race in February, is aiming for his first win since being injured in a shooting accident six months ago. "This is one I'd like to win since it's my first try in a major race since I was shot," he said.

Lifter returns

Moscow, (Reuter) - Yuri Vardanyan, the former Olympic champion weightlifter, said in an interview in a Soviet trade union publication yesterday that he had decided to return to the sport after taking an economics degree.

Bound for SA

Joey Dunlop, the former Formula 1 world road racing champion from Northern Ireland, will compete in the South African Superbike Grand Prix series next month.

British trials

A field of 100 men and 60 women and juniors will compete for places in Britain's world cross country team during trials at Gateshead on January 30.

END COLUMN

Sport could provide answer

By Emily Jones

Director of the Sports Council from 1978 to 1983

I have a vivid recollection of the Prime Minister, in a moment of post-election euphoria, looking into camera and saying: "Remember the inner cities." That emphasis on inner cities has made them the buzz words of the political scene.

Obviously, houses, welfare, and employment must have priority in improving the quality of life, but as the new parliamentary term begins some thought must be given to filling leisure time, much of it enforced leisure. The Devil tempts every man but an idle man tempts the Devil, said the Victorians: that still holds good today.

Our new Minister for Sport, Colin Moynihan, has an inner city constituency and an impeccable sporting record. I think, too, he has a sound knowledge of and a sympathy with inner city problems. But does he realise that in the hollow of his hand he has the means to make a major contribution to easing the social problems of the inner cities?

Sport and physical recreation are not everyone's cup of tea. Of course not, but with an imaginative programme and the right leadership they could be made attractive to many more people. A recent survey in the National Association of Boys' Clubs showed that at least 75 per cent of its programme was based on physical activities, and this organisation, like many other voluntary youth organisations, works in the inner cities. The Sports Council and the local authorities have over the last few years acquired valuable experience to support this view, particularly through the admirable pilot scheme, Action Sport.

What resources are needed? Human resources, leaders, are



Moynihan: fine record

the first requirement. They do not need professional qualifications, but they must have the qualities of leadership and, above all, an empathy for those with whom they are going to work. Many of them could be (and in many cases are) picked from the ranks of the unemployed.

But this is not a D-Day operation with masses of motivators landing on inner-city beach heads. It is a sensitive, delicate operation, more akin to guerrilla war. We need many more teams in the field, but they must be small (three or four people), professionally directed and concentrating on small areas or target groups - such as the unemployed, women, OAPs, and ethnic minorities. The operational plan is not just concentration but supra-concentration.

Does the Government need to shell out millions for sports facilities? Of course it does, but the inner-city problems are too urgent to wait for that to happen. Let's make sure we are using what we have to best advantage. Access is needed to school buildings (many idle from 4pm and at weekends) and industrial sports facilities. Church halls and the like need renovation and the often forgotten natural facilities exploited for urban adventure. For instance, Birmingham is said to have more canals than Venice, and the London Docks are a hive of activity.

The £37 million allocated by Government to the Sports Council is a drop in the ocean, particularly as a large part has to be spent on continuing commitments, leaving too little for new initiatives in the inner cities and elsewhere. The situation is exacerbated by the fact that the Sports Council has not even been given an increase to compensate for inflation in this financial year.

We all know that money alone is not the answer to the social problems of the inner cities, but it is the springboard from which new initiatives are often launched.

So if there is anything left in the Marshall Street money box, Mr Moynihan, you might try to re-direct it into sport. It would be money well spent. And if you do decide to turn sport loose on the inner cities, and make the necessary resources available, it will be a popular and productive decision.

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